

# BACKUP Q2 2013

DEUTSCHE TELEKOM

 H1 2013

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# GROUP

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>GROUP</b>		<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>5,4</b>	<b>28.811</b>	<b>28.942</b>	<b>0,5</b>
Germany		5.610	5.736	5.731	22.736	5.566	5.565	(0,8)	11.269	11.131	(1,2)
United States		3.816	3.915	3.793	15.371	3.541	4.825	26,4	7.663	8.366	9,2
Europe		3.583	3.654	3.594	14.406	3.327	3.420	(4,5)	7.158	6.747	(5,7)
Systems Solutions		2.486	2.245	2.829	10.016	2.319	2.273	(8,6)	4.942	4.592	(7,1)
Group Headquarters & Group Services		694	691	775	2.835	691	761	9,7	1.369	1.452	6,1
Reconciliation		(1.810)	(1.590)	(2.015)	(7.195)	(1.659)	(1.687)	6,8	(3.590)	(3.346)	6,8
<b>NET REVENUE</b>											
Germany		5.284	5.394	5.386	21.384	5.216	5.227	(1,1)	10.604	10.443	(1,5)
United States		3.815	3.913	3.792	15.365	3.540	4.824	26,4	7.660	8.364	9,2
Europe		3.416	3.479	3.438	13.733	3.172	3.255	(4,7)	6.816	6.427	(5,7)
Systems Solutions		1.614	1.600	1.771	6.609	1.607	1.579	(2,2)	3.238	3.186	(1,6)
Group Headquarters & Group Services		250	265	320	1.078	250	272	8,8	493	522	5,9
<b>GROUP</b>		<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>5,4</b>	<b>28.811</b>	<b>28.942</b>	<b>0,5</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.348	2.401	2.074	9.166	2.255	2.279	(2,9)	4.691	4.534	(3,3)
United States		1.058	994	805	3.840	888	930	(12,1)	2.041	1.818	(10,9)
Europe		1.195	1.345	1.204	4.936	1.089	1.107	(7,4)	2.387	2.196	(8,0)
Systems Solutions		179	186	240	747	175	221	23,5	321	396	23,4
Group Headquarters & Group Services		(78)	(154)	(320)	(715)	(99)	(111)	(42,3)	(241)	(210)	12,9
Reconciliation		(1)	10	5	(1)	(20)	(9)	n.a.	(16)	(29)	(81,3)
<b>GROUP</b>		<b>4.701</b>	<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>(6,0)</b>	<b>9.183</b>	<b>8.705</b>	<b>(5,2)</b>
Proportional EBITDA		4.214	4.249	3.549	16.008	3.867	3.505	(16,8)	8.210	7.372	(10,2)

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.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

2 As of May 1, 2013, including MetroPCS

# GROUP

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>											
Germany	%	41,9	41,9	36,1	40,3	40,5	40,6	(1,3p)	41,6	40,6	(1,0p)
United States	%	27,7	25,4	21,2	25,0	25,1	19,3	(8,4p)	26,6	21,7	(4,9p)
Europe	%	33,4	36,8	33,5	34,3	32,7	32,4	(1,0p)	33,3	32,5	(0,8p)
Systems Solutions	%	7,2	8,3	8,5	7,5	7,5	9,7	2,5p	6,5	8,6	2,1p
Group Headquarters & Group Services	%	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(3,4p)	(17,6)	(14,5)	3,1p
<b>GROUP</b>	<b>%</b>	<b>32,7</b>	<b>32,6</b>	<b>27,2</b>	<b>30,9</b>	<b>31,1</b>	<b>29,1</b>	<b>(3,6p)</b>	<b>31,9</b>	<b>30,0</b>	<b>(1,9p)</b>
<b>CASH CAPEX</b>											
Germany		819	677	1.019	3.418	594	644	(21,4)	1.722	1.238	(28,1)
United States		425	865	699	2.560	852	804	89,2	996	1.656	66,3
Europe		290	333	594	1.724	1.382	518	78,6	797	1.900	n.a.
Systems Solutions		283	289	393	1.187	212	215	(24,0)	505	427	(15,4)
Group Headquarters & Group Services		72	50	113	379	77	94	30,6	216	171	(20,8)
Reconciliation		(263)	(16)	(379)	(836)	(93)	(77)	70,7	(441)	(170)	61,5
<b>GROUP</b>		<b>1.626</b>	<b>2.198</b>	<b>2.439</b>	<b>8.432</b>	<b>3.024</b>	<b>2.198</b>	<b>35,2</b>	<b>3.795</b>	<b>5.222</b>	<b>37,6</b>
- thereof spectrum investment		1	288	82	411	937	130	n.a.	41	1.067	n.a.
<b>NET PROFIT (LOSS)</b>											
adjusted for special factors		822	929	200	2.537	767	810	(1,5)	1.408	1.577	12,0
as reported		482	(7.021)	641	(5.353)	564	530	10,0	1.027	1.094	6,5
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT)</b>											
Proportional free cash flow	<sup>3</sup>	1.668	2.344	1.105	6.239	1.038	1.109	(33,5)	2.790	2.147	(23,0)
		1.442	2.064	899	5.400	908	1.007	(30,2)	2.437	1.915	(21,4)
<b>NET DEBT</b>		<b>41.030</b>	<b>39.001</b>	<b>36.860</b>	<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>0,8</b>	<b>41.030</b>	<b>41.374</b>	<b>0,8</b>

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.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

2 As of May 1, 2013, including MetroPCS

3 And before AT&T transaction and compensation payments for MetroPCS employees

# DT GROUP

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

	Note	Q2	Q3	Q4	Q1	Q2	Change compared to		Change compared to	
		2012	2012	2012	2013	2013	prior quarter		prior year	
		'000	'000	'000	'000	'000	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3</b>	<b>17.070</b>	<b>17.126</b>	<b>17.207</b>	<b>17.274</b>	<b>17.316</b>	<b>42</b>	<b>0,2</b>	<b>246</b>	<b>1,4</b>
Germany		12.414	12.424	12.427	12.443	12.430	(13)	(0,1)	16	0,1
Europa		4.642	4.688	4.766	4.817	4.871	54	1,1	229	4,9
Greece		1.111	1.145	1.178	1.208	1.232	24	2,0	121	10,9
Romania		1.104	1.114	1.134	1.142	1.156	14	1,2	52	4,7
Hungary		766	773	785	801	812	11	1,4	46	6,0
Czech Republic		105	105	111	114	117	3	2,6	12	11,4
Croatia		634	629	633	634	631	(3)	(0,5)	(3)	(0,5)
Netherlands		281	280	275	266	264	(2)	(0,8)	(17)	(6,0)
Slovakia		422	420	420	421	422	1	0,2	0	0,0
others		219	222	230	231	237	6	2,6	18	8,2
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4</b>	<b>33.194</b>	<b>32.775</b>	<b>32.423</b>	<b>31.982</b>	<b>31.678</b>	<b>(304)</b>	<b>(1,0)</b>	<b>(1.516)</b>	<b>(4,6)</b>
Germany		22.904	22.620	22.384	22.113	21.880	(233)	(1,1)	(1.024)	(4,5)
Europa		10.223	10.089	9.974	9.869	9.733	(136)	(1,4)	(490)	(4,8)
Greece		3.069	3.014	2.952	2.900	2.849	(51)	(1,8)	(220)	(7,2)
Romania		2.488	2.446	2.422	2.409	2.401	(8)	(0,3)	(87)	(3,5)
Hungary		1.635	1.620	1.611	1.626	1.597	(29)	(1,8)	(38)	(2,3)
Czech Republic		105	105	111	114	117	3	2,6	12	11,4
Croatia		1.210	1.206	1.208	1.192	1.174	(18)	(1,5)	(36)	(3,0)
Netherlands		290	288	283	283	272	(11)	(3,9)	(18)	(6,2)
Slovakia		993	977	960	945	932	(13)	(1,4)	(61)	(6,1)
others		433	433	427	400	392	(8)	(2,0)	(41)	(9,5)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3</b>	<b>129.915</b>	<b>131.331</b>	<b>132.316</b>	<b>132.959</b>	<b>143.621</b>	<b>10.662</b>	<b>8,0</b>	<b>13.706</b>	<b>10,5</b>
Germany		35.470	35.994	36.568	37.005	37.492	487	1,3	2.022	5,7
United States	5	33.168	33.327	33.389	33.968	44.016	10.048	29,6	10.848	32,7
Europa		60.814	61.536	61.876	61.503	61.620	117	0,2	806	1,3
Greece		7.856	7.778	7.697	7.632	7.602	(30)	(0,4)	(254)	(3,2)
Romania		6.510	6.470	6.368	6.155	6.106	(49)	(0,8)	(404)	(6,2)
Hungary		4.821	4.820	4.837	4.845	4.838	(7)	(0,1)	17	0,4
Poland		15.048	15.575	16.040	15.919	15.969	50	0,3	921	6,1
Czech Republic		5.377	5.415	5.498	5.570	5.667	97	1,7	290	5,4
Croatia		2.378	2.443	2.326	2.309	2.350	41	1,8	(28)	(1,2)
Netherlands		4.744	4.761	4.720	4.622	4.561	(61)	(1,3)	(183)	(3,9)
Slovakia		2.325	2.313	2.311	2.289	2.273	(16)	(0,7)	(52)	(2,2)
Austria		4.069	4.076	4.104	4.090	4.073	(17)	(0,4)	4	0,1
Bulgaria		4.357	4.441	4.518	4.554	4.635	81	1,8	278	6,4
other		3.329	3.444	3.457	3.518	3.548	30	0,9	219	6,6

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

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

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

<sup>4</sup> Fixed network lines in operation excluding lines for internal use and public telecommunications.

<sup>5</sup> On May, 1, 2013, prepaid customers increased by 8,918 tsd. in connection with the acquisition of MetroPCS.

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# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2012	2012	2012	2012	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>NET REVENUE</b>		<b>14.376</b>	<b>14.651</b>	<b>14.724</b>	<b>58.183</b>	<b>13.785</b>	<b>15.204</b>	<b>5,8</b>	<b>28.808</b>	<b>28.989</b>	<b>0,6</b>
Cost of sales		(8.045)	(8.490)	(8.856)	(33.609)	(7.831)	(8.881)	(10,4)	(16.263)	(16.712)	(2,8)
<b>GROSS PROFIT</b>		<b>6.331</b>	<b>6.161</b>	<b>5.868</b>	<b>24.574</b>	<b>5.954</b>	<b>6.323</b>	<b>(0,1)</b>	<b>12.545</b>	<b>12.277</b>	<b>(2,1)</b>
Selling expenses		(3.412)	(3.382)	(3.649)	(13.798)	(3.078)	(3.410)	0,1	(6.767)	(6.488)	4,1
General and administrative expenses		(1.117)	(948)	(970)	(4.288)	(1.102)	(1.126)	(0,8)	(2.370)	(2.228)	6,0
Other operating income		261	358	423	1.308	296	232	(11,1)	527	528	0,2
Other operating expenses		(159)	(217)	(317)	(817)	(155)	(110)	30,8	(283)	(265)	6,4
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.904</b>	<b>1.972</b>	<b>1.355</b>	<b>6.979</b>	<b>1.915</b>	<b>1.909</b>	<b>0,3</b>	<b>3.652</b>	<b>3.824</b>	<b>4,7</b>
EBIT margin (EBIT / net revenue)	%	13,2	13,5	9,2	12,0	13,9	12,6	(0,6p)	12,7	13,2	0,5p
Profit (loss) from financial activities		(545)	(612)	(618)	(2.546)	(677)	(654)	(20,0)	(1.316)	(1.331)	(1,1)
of which: finance costs		(512)	(513)	(473)	(2.063)	(522)	(521)	(1,8)	(1.077)	(1.043)	3,2
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.359</b>	<b>1.360</b>	<b>737</b>	<b>4.433</b>	<b>1.238</b>	<b>1.255</b>	<b>(7,7)</b>	<b>2.336</b>	<b>2.493</b>	<b>6,7</b>
Income taxes		(420)	(250)	(501)	(1.451)	(443)	(328)	21,9	(700)	(771)	(10,1)
<b>PROFIT (LOSS)</b>		<b>939</b>	<b>1.110</b>	<b>236</b>	<b>2.982</b>	<b>795</b>	<b>927</b>	<b>(1,3)</b>	<b>1.636</b>	<b>1.722</b>	<b>5,3</b>
Profit (loss) attributable to non-controlling interests		117	181	36	445	28	117	n.a.	228	145	(36,4)
<b>NET PROFIT (LOSS)</b>		<b>822</b>	<b>929</b>	<b>200</b>	<b>2.537</b>	<b>767</b>	<b>810</b>	<b>(1,5)</b>	<b>1.408</b>	<b>1.577</b>	<b>12,0</b>
Depreciation, amortization and impairment losses		(2.797)	(2.810)	(2.653)	(10.994)	(2.373)	(2.508)	10,3	(5.531)	(4.881)	11,8
<b>EBITDA</b>		<b>4.701</b>	<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>(6,0)</b>	<b>9.183</b>	<b>8.705</b>	<b>(5,2)</b>
EBITDA margin (EBITDA / net revenue)	%	32,7	32,6	27,2	30,9	31,1	29,1	(3,6p)	31,9	30,0	(1,9p)



# DT GROUP

## EBITDA RECONCILIATION

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2012	2012	2012	2012	2013	2013	%	2012	2013	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
<b>NET REVENUE</b>		<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>5,4</b>	<b>28.811</b>	<b>28.942</b>	<b>0,5</b>
<b>NET PROFIT (LOSS)</b>		<b>482</b>	<b>(7.021)</b>	<b>641</b>	<b>(5.353)</b>	<b>564</b>	<b>530</b>	<b>10,0</b>	<b>1.027</b>	<b>1.094</b>	<b>6,5</b>
+ Profit (loss) attributable to non-controlling interests		117	169	(29)	495	57	114	(2,6)	355	171	(51,8)
= Profit (loss)		599	(6.852)	612	(4.858)	621	644	7,5	1.382	1.265	(8,5)
- Income taxes		(227)	2.540	(462)	1.516	(391)	(220)	3,1	(562)	(611)	(8,7)
= Profit (loss) before income taxes = EBT		826	(9.392)	1.074	(6.374)	1.012	864	4,6	1.944	1.876	(3,5)
- Profit (loss) from financial activities		(594)	(639)	(634)	(2.412)	(680)	(661)	(11,3)	(1.139)	(1.341)	(17,7)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.420</b>	<b>(8.753)</b>	<b>1.708</b>	<b>(3.962)</b>	<b>1.692</b>	<b>1.525</b>	<b>7,4</b>	<b>3.083</b>	<b>3.217</b>	<b>4,3</b>
- Depreciation, amortization and impairment losses		(2.800)	(13.399)	(3.024)	(21.957)	(2.387)	(2.507)	10,5	(5.534)	(4.894)	11,6
<b>= EBITDA</b>		<b>4.220</b>	<b>4.646</b>	<b>4.732</b>	<b>17.995</b>	<b>4.079</b>	<b>4.032</b>	<b>(4,5)</b>	<b>8.617</b>	<b>8.111</b>	<b>(5,9)</b>
EBITDA margin (EBITDA/net revenue)	%	29,3	31,7	32,2	30,9	29,6	26,6	(2,7p)	29,9	28,0	(1,9p)
- Special factors affecting EBITDA		(481)	(136)	724	22	(209)	(385)	20,0	(566)	(594)	(4,9)
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>4.701</b>	<b>4.782</b>	<b>4.008</b>	<b>17.973</b>	<b>4.288</b>	<b>4.417</b>	<b>(6,0)</b>	<b>9.183</b>	<b>8.705</b>	<b>(5,2)</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	32,7	32,6	27,2	30,9	31,1	29,1	(3,6p)	31,9	30,0	(1,9p)

# DT CONSOLIDATED INCOME STATEMENT

## AS REPORTED

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>NET REVENUE</b>		<b>14.379</b>	<b>14.651</b>	<b>14.707</b>	<b>58.169</b>	<b>13.785</b>	<b>15.157</b>	<b>5,4</b>	<b>28.811</b>	<b>28.942</b>	<b>0,5</b>
Cost of sales		(8.287)	(8.624)	(9.092)	(34.256)	(7.954)	(8.968)	(8,2)	(16.540)	(16.922)	(2,3)
<b>GROSS PROFIT</b>		<b>6.092</b>	<b>6.027</b>	<b>5.615</b>	<b>23.913</b>	<b>5.831</b>	<b>6.189</b>	<b>1,6</b>	<b>12.271</b>	<b>12.020</b>	<b>(2,0)</b>
Selling expenses		(3.502)	(3.417)	(3.729)	(14.075)	(3.145)	(3.466)	1,0	(6.929)	(6.611)	4,6
General and administrative expenses		(1.231)	(1.022)	(1.313)	(4.855)	(1.156)	(1.235)	(0,3)	(2.520)	(2.391)	5,1
Other operating income		265	484	1.885	2.968	356	263	(0,8)	599	619	3,3
Other operating expenses		(204)	(10.825)	(750)	(11.913)	(194)	(226)	(10,8)	(338)	(420)	(24,3)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.420</b>	<b>(8.753)</b>	<b>1.708</b>	<b>(3.962)</b>	<b>1.692</b>	<b>1.525</b>	<b>7,4</b>	<b>3.083</b>	<b>3.217</b>	<b>4,3</b>
EBIT margin (EBIT / net revenue)	%	9,9	(59,7)	11,6	(6,8)	12,3	10,1	0,2p	10,7	11,1	0,4p
Profit (loss) from financial activities		(594)	(639)	(634)	(2.412)	(680)	(661)	(11,3)	(1.139)	(1.341)	(17,7)
of which: finance costs		(512)	(513)	(473)	(2.033)	(522)	(521)	(1,8)	(1.047)	(1.043)	0,4
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>826</b>	<b>(9.392)</b>	<b>1.074</b>	<b>(6.374)</b>	<b>1.012</b>	<b>864</b>	<b>4,6</b>	<b>1.944</b>	<b>1.876</b>	<b>(3,5)</b>
Income taxes		(227)	2.540	(462)	1.516	(391)	(220)	3,1	(562)	(611)	(8,7)
<b>PROFIT (LOSS)</b>		<b>599</b>	<b>(6.852)</b>	<b>612</b>	<b>(4.858)</b>	<b>621</b>	<b>644</b>	<b>7,5</b>	<b>1.382</b>	<b>1.265</b>	<b>(8,5)</b>
Profit (loss) attributable to non-controlling interests		117	169	(29)	495	57	114	(2,6)	355	171	(51,8)
<b>NET PROFIT (LOSS)</b>		<b>482</b>	<b>(7.021)</b>	<b>641</b>	<b>(5.353)</b>	<b>564</b>	<b>530</b>	<b>10,0</b>	<b>1.027</b>	<b>1.094</b>	<b>6,5</b>
Depreciation, amortization and impairment losses		(2.800)	(13.399)	(3.024)	(21.957)	(2.387)	(2.507)	10,5	(5.534)	(4.894)	11,6
<b>EBITDA</b>		<b>4.220</b>	<b>4.646</b>	<b>4.732</b>	<b>17.995</b>	<b>4.079</b>	<b>4.032</b>	<b>(4,5)</b>	<b>8.617</b>	<b>8.111</b>	<b>(5,9)</b>
EBITDA margin (EBITDA / net revenue)	%	29,3	31,7	32,2	30,9	29,6	26,6	(2,7p)	29,9	28,0	(1,9p)

# DT GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	H1 2012 millions of €	H1 2013 millions of €
<b>NET REVENUE</b>		<b>3</b>	<b>0</b>	<b>(17)</b>	<b>(14)</b>	<b>0</b>	<b>(47)</b>	<b>3</b>	<b>(47)</b>
Cost of sales		(242)	(134)	(236)	(647)	(123)	(87)	(277)	(210)
<b>GROSS PROFIT</b>		<b>(239)</b>	<b>(134)</b>	<b>(253)</b>	<b>(661)</b>	<b>(123)</b>	<b>(134)</b>	<b>(274)</b>	<b>(257)</b>
Selling expenses		(90)	(35)	(80)	(277)	(67)	(56)	(162)	(123)
General and administrative expenses		(114)	(74)	(343)	(567)	(54)	(109)	(150)	(163)
Other operating income		4	126	1.462	1.660	60	31	72	91
Other operating expenses	1	(45)	(10.608)	(433)	(11.096)	(39)	(116)	(55)	(155)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>(484)</b>	<b>(10.725)</b>	<b>353</b>	<b>(10.941)</b>	<b>(223)</b>	<b>(384)</b>	<b>(569)</b>	<b>(607)</b>
Profit (loss) from financial activities		(49)	(27)	(16)	134	(3)	(7)	177	(10)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>(533)</b>	<b>(10.752)</b>	<b>337</b>	<b>(10.807)</b>	<b>(226)</b>	<b>(391)</b>	<b>(392)</b>	<b>(617)</b>
Income taxes		193	2.790	39	2.967	52	108	138	160
<b>PROFIT (LOSS)</b>		<b>(340)</b>	<b>(7.962)</b>	<b>376</b>	<b>(7.840)</b>	<b>(174)</b>	<b>(283)</b>	<b>(254)</b>	<b>(457)</b>
Profit (loss) attributable to non-controlling interests		0	(12)	(65)	50	29	(3)	127	26
<b>NET PROFIT (LOSS)</b>		<b>(340)</b>	<b>(7.950)</b>	<b>441</b>	<b>(7.890)</b>	<b>(203)</b>	<b>(280)</b>	<b>(381)</b>	<b>(483)</b>
Depreciation, amortization and impairment losses		(3)	(10.589)	(371)	(10.963)	(14)	1	(3)	(13)
<b>EBITDA</b>		<b>(481)</b>	<b>(136)</b>	<b>724</b>	<b>22</b>	<b>(209)</b>	<b>(385)</b>	<b>(566)</b>	<b>(594)</b>

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(491)</b>	<b>(10.851)</b>	<b>(1.092)</b>	<b>(12.587)</b>	<b>(283)</b>	<b>(368)</b>	<b>25,1</b>	<b>(644)</b>	<b>(651)</b>	<b>(1,1)</b>
of which: expenses / income for early retirement (civil servants)		(303)	(163)	(214)	(689)	(36)	(109)	64,0	(312)	(145)	53,5
of which: expenses for severance payments		(77)	(48)	(243)	(417)	(159)	(157)	n.a.	(126)	(316)	n.a.
of which: expenses / income for partial retirement		(11)	(15)	(16)	(53)	(14)	(15)	(36,4)	(22)	(29)	(31,8)
of which: expenses for other personnel restructuring charges		(19)	(12)	(12)	(66)	(6)	(29)	(52,6)	(42)	(35)	16,7
of which: restructuring charges		(58)	(78)	(90)	(250)	(47)	(66)	(13,8)	(82)	(113)	(37,8)
of which: expenses due to de-consolidations and other asset sales		2	(10)	(69)	(75)	(20)	(22)	n.a.	4	(42)	n.a.
of which: others		(25)	(10.525)	(448)	(11.037)	(1)	30	n.a.	(64)	29	n.a.
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>4</b>	<b>126</b>	<b>1.462</b>	<b>1.660</b>	<b>60</b>	<b>31</b>	<b>n.a.</b>	<b>72</b>	<b>91</b>	<b>26,4</b>
of which: income due to asset sales		4	126	1.460	1.591	60	31	n.a.	5	91	n.a.
of which: others		0	0	2	69	0	0	n.a.	67	0	n.a.
<b>EFFECT ON REVENUE</b>	1	<b>3</b>	<b>0</b>	<b>(17)</b>	<b>(14)</b>	<b>0</b>	<b>(47)</b>	<b>n.a.</b>	<b>3</b>	<b>(47)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	2	<b>(484)</b>	<b>(10.725)</b>	<b>353</b>	<b>(10.941)</b>	<b>(223)</b>	<b>(384)</b>	<b>20,7</b>	<b>(569)</b>	<b>(607)</b>	<b>(6,7)</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>	2	<b>(3)</b>	<b>(10.589)</b>	<b>(371)</b>	<b>(10.963)</b>	<b>(14)</b>	<b>1</b>	<b>n.a.</b>	<b>(3)</b>	<b>(13)</b>	<b>n.a.</b>
of which: restructuring charges		0	(3)	(12)	(15)	(14)	1	n.a.	0	(13)	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		(3)	(10.586)	(359)	(10.948)	0	0	n.a.	(3)	0	n.a.
<b>EFFECT ON EBITDA</b>		<b>(481)</b>	<b>(136)</b>	<b>724</b>	<b>22</b>	<b>(209)</b>	<b>(385)</b>	<b>20,0</b>	<b>(566)</b>	<b>(594)</b>	<b>(4,9)</b>

1 Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL) in Germany.

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		(49)	(27)	(16)	134	(3)	(7)	85,7	177	(10)	n.a.
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>	1	(533)	(10.752)	337	(10.807)	(226)	(391)	26,6	(392)	(617)	(57,4)
<b>EFFECT ON TAXES</b>		193	2.790	39	2.967	52	108	(44,0)	138	160	15,9
Tax effect of special factors within EBIT		133	3.179	(346)	2.992	70	92	(30,8)	159	162	1,9
Tax effect of special factors on profit (loss) from financial activities		17	7	6	17	2	2	(88,2)	4	4	n.a.
Other tax effects		43	(396)	379	(42)	(20)	14	(67,4)	(25)	(6)	76,0
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS</b>		0	(12)	(65)	50	29	(3)	n.a.	127	26	(79,5)
<b>EFFECT ON NET PROFIT (LOSS)</b>		(340)	(7.950)	441	(7.890)	(203)	(280)	17,6	(381)	(483)	(26,8)

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 SECOND QUARTER

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS					PLUS DECONSOLIDATION EFFECTS					TOTAL EFFECT	PRO FORMA			
	Q2 2012 millions of €	Q2 2013 millions of €	Total	Germany	United States	Europe	Systems Solutions	GHS	Total	Germany	United States	Europe		Systems Solutions	GHS	Q2 2013 millions of €	Change %
<b>NET REVENUE</b>	<b>14.379</b>	<b>15.157</b>	<b>611</b>	<b>0</b>	<b>611</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29</b>	<b>7</b>	<b>0</b>	<b>5</b>	<b>17</b>	<b>0</b>	<b>(582)</b>	<b>14.575</b>	<b>1,4</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>1.420</b>	<b>1.525</b>	<b>55</b>	<b>0</b>	<b>55</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>0</b>	<b>2</b>	<b>(5)</b>	<b>0</b>	<b>(54)</b>	<b>1.471</b>	<b>3,6</b>
Profit (loss) from financial activities	(594)	(661)	(44)	0	(44)	0	0	0	(1)	(2)	0	1	0	0	43	(618)	(4,0)
of which finance costs	(512)	(521)	(43)	0	(43)	0	0	0	1	0	0	1	0	0	44	(477)	6,8
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>826</b>	<b>864</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>3</b>	<b>(5)</b>	<b>0</b>	<b>(11)</b>	<b>853</b>	<b>3,3</b>
Income taxes	(227)	(220)	0	0	0	0	0	0	0	0	0	0	0	0	0	(220)	3,1
<b>PROFIT (LOSS)</b>	<b>599</b>	<b>644</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>3</b>	<b>(5)</b>	<b>0</b>	<b>(11)</b>	<b>633</b>	<b>5,7</b>

## DT GROUP

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

	REPORTED NUMBERS		MINUS ACQUISITION EFFECTS						PLUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	
	H1 2012 millions of €	H1 2013 millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Systems Solutions millions of €	GHS millions of €	Total millions of €	Germany millions of €	Europe millions of €	United States millions of €	Systems Solutions millions of €	GHS millions of €		H1 2013 millions of €	Change %
<b>NET REVENUE</b>	<b>28.811</b>	<b>28.942</b>	<b>611</b>	<b>0</b>	<b>611</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>29</b>	<b>7</b>	<b>5</b>	<b>0</b>	<b>17</b>	<b>0</b>	<b>(582)</b>	<b>28.360</b>	<b>(1,6)</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>3.083</b>	<b>3.217</b>	<b>55</b>	<b>0</b>	<b>55</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>4</b>	<b>2</b>	<b>0</b>	<b>(5)</b>	<b>0</b>	<b>(54)</b>	<b>3.163</b>	<b>2,6</b>
Profit (loss) from financial activities	(1.139)	(1.341)	(44)	0	(44)	0	0	0	(1)	(2)	1	0	0	0	43	(1.298)	(14,0)
of which finance costs	(1.047)	(1.043)	(43)	0	(43)	0	0	0	1	0	1	0	0	0	44	(999)	4,6
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBI</b>	<b>1.944</b>	<b>1.876</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>(5)</b>	<b>0</b>	<b>(11)</b>	<b>1.865</b>	<b>(4,1)</b>
Income taxes	(562)	(611)	0	0	0	0	0	0	0	0	0	0	0	0	0	(611)	(8,7)
<b>PROFIT (LOSS)</b>	<b>1.382</b>	<b>1.265</b>	<b>11</b>	<b>0</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>3</b>	<b>0</b>	<b>(5)</b>	<b>0</b>	<b>(11)</b>	<b>1.254</b>	<b>(9,3)</b>

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

		Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>CURRENT ASSETS</b>		<b>15.183</b>	<b>15.065</b>	<b>15.019</b>	<b>15.862</b>	<b>18.212</b>	<b>14,8</b>	<b>19,9</b>
Cash and cash equivalents		2.950	2.529	4.026	4.540	5.243	15,5	77,7
Trade and other receivables		6.608	6.669	6.417	6.423	6.763	5,3	2,3
Current recoverable income taxes		69	65	95	113	105	(7,1)	52,2
Other financial assets		2.516	2.259	2.020	1.696	2.100	23,8	(16,5)
Inventories		1.124	1.129	1.106	1.111	1.424	28,2	26,7
Non-current assets and disposal groups held for sale		135	835	90	217	744	n.a.	n.a.
Other assets		1.781	1.579	1.265	1.762	1.833	4,0	2,9
<b>NON-CURRENT ASSETS</b>		<b>105.773</b>	<b>93.098</b>	<b>92.923</b>	<b>92.975</b>	<b>97.902</b>	<b>5,3</b>	<b>(7,4)</b>
Intangible assets		51.284	42.116	41.732	42.646	47.246	10,8	(7,9)
Property, plant and equipment		40.686	37.521	37.522	37.300	38.026	1,9	(6,5)
Investments accounted for using the equity method		6.766	6.656	6.726	6.288	6.218	(1,1)	(8,1)
Other financial assets		2.099	2.154	1.901	1.780	1.346	(24,4)	(35,9)
Deferred tax assets		4.620	4.336	4.712	4.630	4.742	2,4	2,6
Other assets		318	315	330	331	324	(2,1)	1,9
<b>TOTAL ASSETS</b>		<b>120.956</b>	<b>108.163</b>	<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>6,7</b>	<b>(4,0)</b>

The prior-year comparatives were adjusted retrospectively due to the application of IAS 19 (amended) as of January 1, 2013.



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
<b>LIABILITIES</b>		<b>83.082</b>	<b>77.753</b>	<b>77.411</b>	<b>77.824</b>	<b>84.864</b>	<b>9,0</b>	<b>2,1</b>
<b>CURRENT LIABILITIES</b>		<b>22.811</b>	<b>23.595</b>	<b>22.995</b>	<b>22.783</b>	<b>25.296</b>	<b>11,0</b>	<b>10,9</b>
Financial liabilities		9.784	10.367	9.260	8.919	10.874	21,9	11,1
Trade and other payables		5.356	5.678	6.445	6.091	6.831	12,1	27,5
Income tax liabilities		608	472	440	441	346	(21,5)	(43,1)
Other provisions		2.615	2.582	2.885	2.924	2.575	(11,9)	(1,5)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	99	9	47	235	n.a.	n.a.
Other liabilities		4.448	4.397	3.956	4.361	4.435	1,7	(0,3)
<b>NON-CURRENT LIABILITIES</b>		<b>60.271</b>	<b>54.158</b>	<b>54.416</b>	<b>55.041</b>	<b>59.568</b>	<b>8,2</b>	<b>(1,2)</b>
Financial liabilities		38.414	35.248	35.354	35.835	39.473	10,2	2,8
Provisions for pensions and other employee benefits		7.282	7.834	7.312	7.113	7.131	0,3	(2,1)
Other provisions		1.736	1.723	1.857	1.834	1.998	8,9	15,1
Deferred tax liabilities		8.757	5.432	5.988	6.263	6.934	10,7	(20,8)
Other liabilities		4.082	3.921	3.905	3.996	4.032	0,9	(1,2)
<b>SHAREHOLDERS' EQUITY</b>		<b>37.874</b>	<b>30.410</b>	<b>30.531</b>	<b>31.013</b>	<b>31.250</b>	<b>0,8</b>	<b>(17,5)</b>
Issued capital		11.063	11.063	11.063	11.063	11.395	3,0	3,0
Capital reserves		51.505	51.506	51.506	51.506	51.297	(0,4)	(0,4)
Retained earnings incl. carryforwards		(28.582)	(28.922)	(29.106)	(34.361)	(37.348)	(8,7)	(30,7)
Total other comprehensive income		(1.598)	(1.839)	(2.176)	(2.346)	(2.215)	5,6	(38,6)
Net profit (loss)		1.027	(5.994)	(5.353)	564	1.094	94,0	6,5
Treasury shares		(6)	(6)	(6)	(6)	(6)	n.a.	n.a.
Non-controlling interests		4.465	4.602	4.603	4.593	7.033	53,1	57,5
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>120.956</b>	<b>108.163</b>	<b>107.942</b>	<b>108.837</b>	<b>116.114</b>	<b>6,7</b>	<b>(4,0)</b>

The prior-year comparatives were adjusted retrospectively due to the application of IAS 19 (amended) as of January 1, 2013.

# DT GROUP

## PROVISIONS FOR PENSIONS

		2012 millions of €	2011 millions of €	2010 millions of €	2009 millions of €	2008 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	8.973	6.966	7.017	6.833	6.101
Plan assets		(1.680)	(860)	(629)	(618)	(952)
Others		(19)	18	(15)	(36)	8
Provision in balance sheet		7.312	6.124	6.373	6.179	5.157
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>511</b>	<b>530</b>	<b>514</b>	<b>525</b>	<b>483</b>
thereof included in EBITDA		197	199	197	204	204
thereof included in financial result		313	314	317	321	279
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		768	267	2	45	54
2) benefits paid through plan assets	2	45	52	56	61	57
3) benefits paid through provision (included in cash flow from operations)		375	367	345	332	244
cash payments included in cash flow statement = 1) + 3)		1.143	634	347	377	298
cash payments included in free cash flow = 3)		375	367	345	332	244
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE)</b>						
End of 2011		6.966				
pension costs included in P&L		510				
benefits paid		(420)				
actuarial losses/gains	3	1.867				
F/X		3				
Others		47				
End of 2012		8.973				

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 €.

## LIQUIDITY RESERVE AS OF JUNE 30, 2013

€ billion

60.5 Total line availability

19.1 Liquidity reserve

Unused bank lines: € 12.9 bn

Other liquid assets: € 6.2 bn

41.4 Net-debt

Gross debt €48.6 bn

Bonds: € 40.1 bn

Other fin. liabilities € 8.5 bn

Liquid financial assets € 7.0 bn

Cash & equivalents: € 5.2 bn

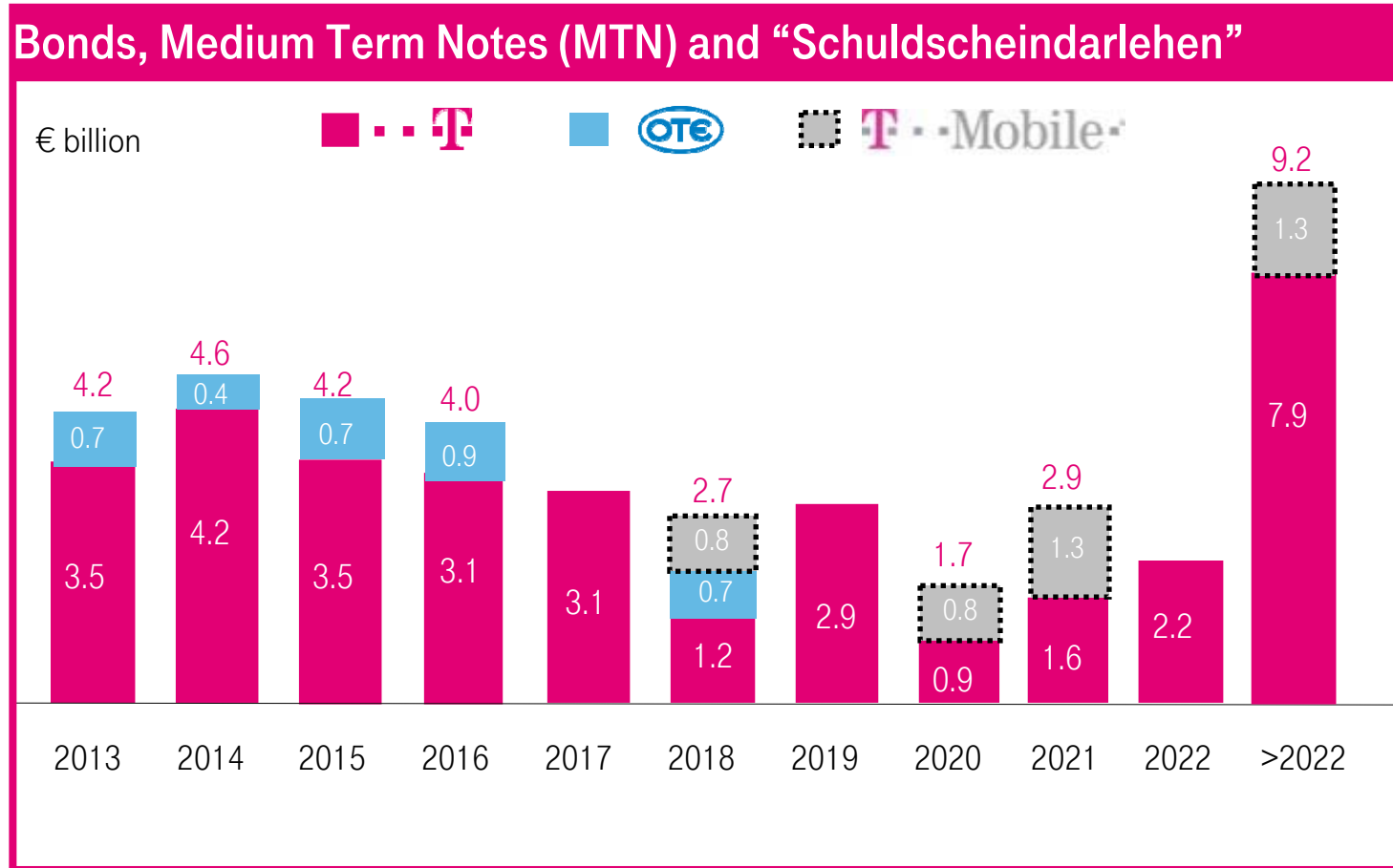
Available-for-sale /  
held-for-trading

financial assets € 0.3 bn

Other financial assets: € 1.5bn

Numbers rounded

# MATURITY PROFILE AS OF JUNE 30, 2013

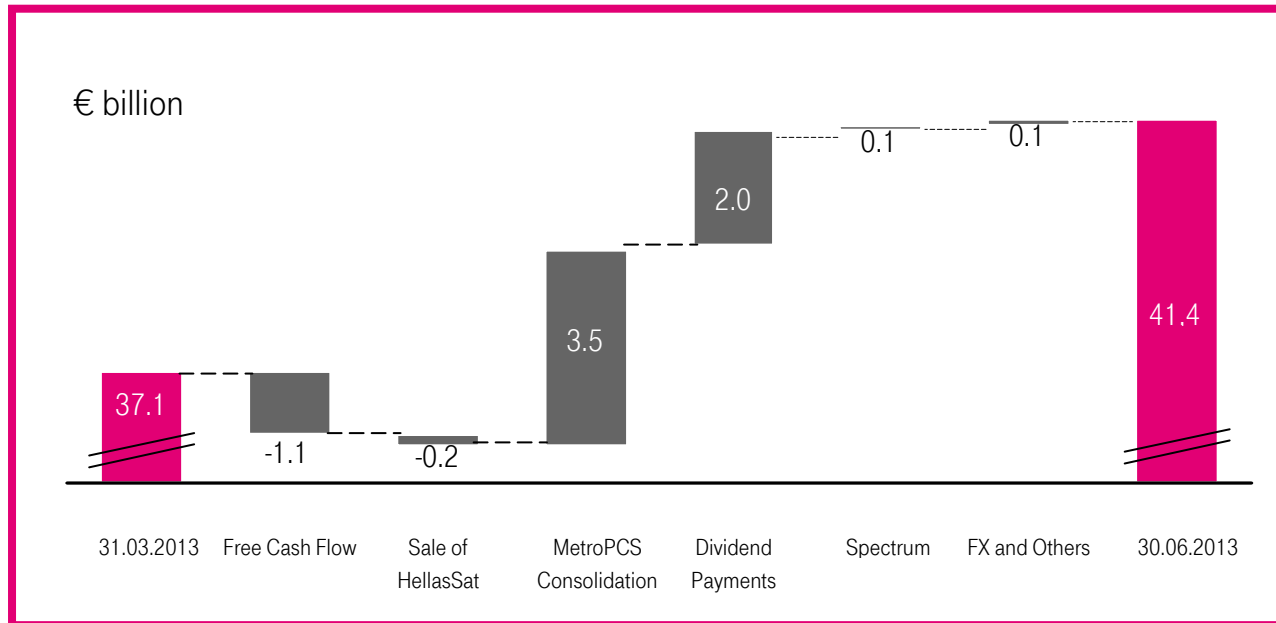


# DT GROUP

## NET DEBT

		Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013	Change compared to prior quarter %	Change compared to prior year %
	Note	millions of €	millions of €	millions of €	millions of €	millions of €		
Bonds		36.769	34.945	33.674	35.519	40.087	12,9	9,0
Other financial liabilities		10.101	9.246	9.283	7.694	8.466	10,0	(16,2)
<b>GROSS DEBT</b>		<b>46.870</b>	<b>44.191</b>	<b>42.957</b>	<b>43.213</b>	<b>48.553</b>	<b>12,4</b>	<b>3,6</b>
Cash and cash equivalents		2.950	2.529	4.026	4.540	5.243	15,5	77,7
Available-for-sale/held-for-trading financial assets		426	132	27	15	269	n.a.	(36,9)
Other financial assets		2.464	2.529	2.044	1.539	1.667	8,3	(32,3)
<b>NET DEBT</b>		<b>41.030</b>	<b>39.001</b>	<b>36.860</b>	<b>37.119</b>	<b>41.374</b>	<b>11,5</b>	<b>0,8</b>

# NET DEBT DEVELOPMENT Q2 2013



## DT GROUP

### CASH CAPEX

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		819	677	1.019	3.418	594	644	(21,4)	1.722	1.238	(28,1)
United States		425	865	699	2.560	852	804	89,2	996	1.656	66,3
Europe		290	333	594	1.724	1.382	518	78,6	797	1.900	n.a.
Systems Solutions		283	289	393	1.187	212	215	(24,0)	505	427	(15,4)
Group Headquarters & Group Services		72	50	113	379	77	94	30,6	216	171	(20,8)
Reconciliation		(263)	(16)	(379)	(836)	(93)	(77)	70,7	(441)	(170)	61,5
<b>GROUP</b>	<b>1</b>	<b>1.626</b>	<b>2.198</b>	<b>2.439</b>	<b>8.432</b>	<b>3.024</b>	<b>2.198</b>	<b>35,2</b>	<b>3.795</b>	<b>5.222</b>	<b>37,6</b>
- thereof spectrum investment		1	288	82	411	937	130	n.a.	41	1.067	n.a.

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

# DT GROUP

## FREE CASH FLOW

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
Net profit (loss)		482	(7.021)	641	(5.353)	564	530	10,0	1.027	1.094	6,5
Profit (loss) attributable to non-controlling interests		117	169	(29)	495	57	114	(2,6)	355	171	(51,8)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>599</b>	<b>(6.852)</b>	<b>612</b>	<b>(4.858)</b>	<b>621</b>	<b>644</b>	<b>7,5</b>	<b>1.382</b>	<b>1.265</b>	<b>(8,5)</b>
Depreciation, amortization and impairment losses		2.800	13.399	3.024	21.957	2.387	2.507	(10,5)	5.534	4.894	(11,6)
Income tax expense/(benefit)		227	(2.540)	462	(1.516)	391	220	(3,1)	562	611	8,7
Interest (income) and interest expenses		512	513	473	2.033	522	521	1,8	1.047	1.043	(0,4)
Other financial (income) expense		50	62	155	225	78	146	n.a.	8	224	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		32	64	6	154	80	(6)	n.a.	84	74	(11,9)
(Profit) loss on the disposal of fully consolidated subsidiaries		0	(6)	(1.444)	(1.450)	(55)	47	n.a.	0	(8)	n.a.
Other non-cash transactions		14	8	(5)	15	3	18	28,6	12	21	75,0
(Gain) loss from the disposal of intangible assets and property, plant and equipment		25	(132)	(3)	(83)	20	24	(4,0)	52	44	(15,4)
Change in assets carried as working capital		237	0	282	(24)	(348)	(508)	n.a.	(306)	(856)	n.a.
Change in provisions		(635)	(25)	387	(203)	(108)	(595)	6,3	(565)	(703)	(24,4)
Change in other liabilities carried as working capital		(73)	107	(72)	(406)	199	657	n.a.	(441)	856	n.a.
Income taxes received (paid)		(106)	(305)	(176)	(694)	(184)	(173)	(63,2)	(213)	(357)	(67,6)
Dividends received		165	124	7	490	110	2	(98,8)	359	112	(68,8)
Net payments from entering into or canceling interest rate swaps		0	0	39	122	0	67	n.a.	83	67	(19,3)
Payments for PTC transaction (included in the change in assets carried as working capital)		0	0	0	0	0	0	n.a.	0	0	n.a.
Break-up fee T-Mobile USA		0	0	0	157	0	0	n.a.	157	0	n.a.
Tax effect break-up fee T-Mobile USA		0	185	0	185	95	42	n.a.	0	137	n.a.
Retention bonus T-Mobile USA		55	0	4	128	0	51	(7,3)	124	51	(58,9)
<b>CASH GENERATED FROM OPERATIONS</b>		<b>3.902</b>	<b>4.602</b>	<b>3.751</b>	<b>16.232</b>	<b>3.811</b>	<b>3.664</b>	<b>(6,1)</b>	<b>7.879</b>	<b>7.475</b>	<b>(5,1)</b>
Interest received (paid)		(656)	(415)	(336)	(2.185)	(764)	(540)	17,7	(1.434)	(1.304)	9,1
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>3.246</b>	<b>4.187</b>	<b>3.415</b>	<b>14.047</b>	<b>3.047</b>	<b>3.124</b>	<b>(3,8)</b>	<b>6.445</b>	<b>6.171</b>	<b>(4,3)</b>
Cash outflows for investments in (proceeds from disposal of) intangible assets		(1.578)	(1.843)	(2.310)	(7.808)	(2.009)	(2.015)	(27,7)	(3.655)	(4.024)	(10,1)
Property, plant and equipment		(337)	(710)	(604)	(2.094)	(1.240)	(426)	(26,4)	(780)	(1.666)	n.a.
Spectrum investment		(1.242)	(1.421)	(1.788)	(6.125)	(1.706)	(1.719)	(38,4)	(2.916)	(3.425)	(17,5)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS, SPECTRUM INVESTMENT)	1	1.668	2.344	1.105	6.239	1.038	1.109	(33,5)	2.790	2.147	(23,0)

1 And before AT&T transaction and compensation payments for MetroPCS employees



## DT GROUP PERSONNEL

AT REPORTING DATE	Note	Jun. 30,	Sep. 30,	Dec. 31,	Mar. 31,	Jun. 30,	Change compared to		Change compared to	
		2012	2012	2012	2013	2013	prior quarter		prior year	
							abs.	%	abs.	%
Germany		68.853	67.619	67.497	68.636	67.936	(700)	(1,0)	(917)	(1,3)
United States		30.737	28.532	30.288	29.826	33.489	3.663	12,3	2.752	9,0
Europe		59.185	58.987	57.196	57.440	57.143	(297)	(0,5)	(2.042)	(3,5)
Systems Solutions		52.658	52.894	52.847	51.565	50.297	(1.268)	(2,5)	(2.361)	(4,5)
Group Headquarters & Group Services		21.850	22.360	21.858	21.989	22.330	341	1,6	480	2,2
of which Vivento		8.500	8.400	8.200	8.200	8.300	100	1,2	(200)	(2,4)
<b>GROUP</b>		<b>233.283</b>	<b>230.392</b>	<b>229.686</b>	<b>229.456</b>	<b>231.195</b>	<b>1.739</b>	<b>0,8</b>	<b>(2.088)</b>	<b>(0,9)</b>
of which: Domestic		120.653	119.765	118.840	118.926	118.191	(735)	(0,6)	(2.462)	(2,0)
of which: International		112.630	110.627	110.846	110.530	113.004	2.474	2,2	374	0,3
of which: Civil servants (domestic)		22.949	22.559	21.958	21.963	21.239	(724)	(3,3)	(1.710)	(7,5)

AVERAGE	Note	Q2	Q3	Q4	Q1	Q2	Change compared to	
		2012	2012	2012	2013	2013	prior year	
							abs.	%
Germany		69.241	67.882	67.620	68.672	67.880	(1.361)	(2,0)
United States		30.486	28.586	29.634	30.033	31.971	1.485	4,9
Europe		59.301	59.025	58.314	57.495	57.263	(2.038)	(3,4)
Systems Solutions		52.651	52.816	52.991	51.598	50.823	(1.828)	(3,5)
Group Headquarters & Group Services		21.861	22.390	22.029	21.948	22.309	448	2,0
of which Vivento		8.600	8.400	8.400	8.200	8.300	(300)	(3,5)
<b>GROUP</b>		<b>233.540</b>	<b>230.699</b>	<b>230.588</b>	<b>229.746</b>	<b>230.246</b>	<b>(3.294)</b>	<b>(1,4)</b>
of which: Domestic		121.154	120.046	119.306	118.970	118.157	(2.997)	(2,5)
of which: International		112.386	110.653	111.282	110.776	112.089	(297)	(0,3)
of which: Civil servants (domestic)		23.248	22.693	22.215	21.974	21.336	(1.912)	(8,2)

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.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

As of May 1, 2013, including MetroPCS.

# EXCHANGE RATES

## AVERAGE

	Q2 2012 €	Q3 2012 €	Q4 2012 €	FY 2012 €	Q1 2013 €	Q2 2013 €
1 US Dollar (USD)	0,77966	0,79957	0,77149	0,77820	0,75699	0,76530
1 British pound (GBP)	1,23395	1,26293	1,23880	1,23292	1,17465	1,17538
100 Czech korunas (CZK)	3,95965	3,98774	3,97398	3,97740	3,91222	3,87237
100 Croatian kunas (HRK)	13,28550	13,38220	13,28230	13,29600	13,18660	13,23430
1,000 Hungarian forints (HUF)	3,40413	3,53405	3,53309	3,45820	3,37393	3,38131
100 Macedonian Denar (MKD)	1,62819	1,62062	1,62297	1,62376	1,60447	1,61950
100 Polish Zloty (PLN)	23,49520	24,17340	24,30630	23,89580	24,06960	23,81640
10 Romanian leu (RON)	2,25814	2,20995	2,20682	2,24267	2,28004	2,27277

## END OF PERIOD

	Jun. 30 2012 €	Sep. 30 2012 €	Dec. 31 2012 €	Mar. 31 2013 €	Jun. 30 2013 €
1 US Dollar (USD)	0,79394	0,77382	0,75845	0,78089	0,76482
1 British pound (GBP)	1,24024	1,25336	1,22643	1,18171	1,16541
100 Czech korunas (CZK)	3,90252	3,97351	3,98309	3,88554	3,85410
100 Croatian kunas (HRK)	13,30520	13,43120	13,23580	13,16710	13,42880
1,000 Hungarian forints (HUF)	3,47626	3,51266	3,41775	3,28837	3,38437
100 Macedonian Denar (MKD)	1,61224	1,61822	1,60626	1,62991	1,62286
100 Polish Zloty (PLN)	23,49560	24,35390	24,48640	23,94350	23,06330
10 Romanian leu (RON)	2,24627	2,20312	2,25069	2,26277	2,24026



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## GERMANY

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>	2	5.607	5.736	5.748	22.750	5.566	5.612	0,1	11.266	11.178	(0,8)
<b>NET REVENUE</b>		5.281	5.394	5.403	21.398	5.216	5.274	(0,1)	10.601	10.490	(1,0)
<b>EBITDA</b>		2.348	2.401	2.074	9.166	2.255	2.279	(2,9)	4.691	4.534	(3,3)
EBITDA margin (EBITDA / total revenue)	%	41,9	41,9	36,1	40,3	40,5	40,6	(1,3p)	41,6	40,6	(1,0p)
Depreciation, amortization and impairment losses		(1.104)	(1.083)	(1.107)	(4.393)	(966)	(978)	11,4	(2.203)	(1.944)	11,8
Profit (loss) from operations = EBIT		1.244	1.318	967	4.773	1.289	1.301	4,6	2.488	2.590	4,1
<b>CASH CAPEX</b>		819	677	1.019	3.418	594	644	(21,4)	1.722	1.238	(28,1)
<b>CASH CONTRIBUTION</b>		1.529	1.724	1.055	5.748	1.661	1.635	6,9	2.969	3.296	11,0

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		5.610	5.736	5.731	22.736	5.566	5.565	(0,8)	11.269	11.131	(1,2)
<b>NET REVENUE</b>		5.284	5.394	5.386	21.384	5.216	5.227	(1,1)	10.604	10.443	(1,5)
<b>EBITDA</b>		2.107	2.277	1.898	8.606	2.118	2.161	2,6	4.431	4.279	(3,4)
EBITDA margin (EBITDA / total revenue)	%	37,6	39,7	33,1	37,9	38,1	38,8	1,2p	39,3	38,4	(0,9p)
Depreciation, amortization and impairment losses		(1.104)	(1.083)	(1.107)	(4.393)	(966)	(978)	11,4	(2.203)	(1.944)	11,8
Profit (loss) from operations = EBIT		1.003	1.194	791	4.213	1.152	1.183	17,9	2.228	2.335	4,8
<b>CASH CAPEX</b>		819	677	1.019	3.418	594	644	(21,4)	1.722	1.238	(28,1)
<b>CASH CONTRIBUTION</b>		1.288	1.600	879	5.188	1.524	1.517	17,8	2.709	3.041	12,3

<sup>1</sup> 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 & Group Services into the new Telekom IT unit within the Systems Solutions operating segment.

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

The operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

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

<sup>2</sup> Special factors affecting total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL).

## GERMANY

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

	Note	Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
		2012	2012	2012	2012	2013	2013	%	2012	2013	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
<b>TOTAL REVENUE</b>		<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>(0,8)</b>	<b>11.269</b>	<b>11.131</b>	<b>(1,2)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>	<b>2</b>	<b>5.607</b>	<b>5.736</b>	<b>5.748</b>	<b>22.750</b>	<b>5.566</b>	<b>5.612</b>	<b>0,1</b>	<b>11.266</b>	<b>11.178</b>	<b>(0,8)</b>
Profit (loss) from operations = EBIT		1.003	1.194	791	4.213	1.152	1.183	17,9	2.228	2.335	4,8
- Depreciation, amortization and impairment losses		(1.104)	(1.083)	(1.107)	(4.393)	(966)	(978)	11,4	(2.203)	(1.944)	11,8
<b>= EBITDA</b>		<b>2.107</b>	<b>2.277</b>	<b>1.898</b>	<b>8.606</b>	<b>2.118</b>	<b>2.161</b>	<b>2,6</b>	<b>4.431</b>	<b>4.279</b>	<b>(3,4)</b>
EBITDA margin	%	37,6	39,7	33,1	37,9	38,1	38,8	1,2p	39,3	38,4	(0,9p)
- Special factors affecting EBITDA		(241)	(124)	(176)	(560)	(137)	(118)	51,0	(260)	(255)	1,9
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.348</b>	<b>2.401</b>	<b>2.074</b>	<b>9.166</b>	<b>2.255</b>	<b>2.279</b>	<b>(2,9)</b>	<b>4.691</b>	<b>4.534</b>	<b>(3,3)</b>
EBITDA margin (adjusted for special factors)	%	41,9	41,9	36,1	40,3	40,5	40,6	(1,3p)	41,6	40,6	(1,0p)

### SPECIAL FACTORS

	Note	Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
		2012	2012	2012	2012	2013	2013	%	2012	2013	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
<b>EFFECTS ON EBITDA</b>		<b>(241)</b>	<b>(124)</b>	<b>(176)</b>	<b>(560)</b>	<b>(137)</b>	<b>(118)</b>	<b>51,0</b>	<b>(260)</b>	<b>(255)</b>	<b>1,9</b>
- of which personnel		(229)	(118)	(123)	(492)	(123)	(150)	34,5	(251)	(273)	(8,8)
- of which other		(12)	(6)	(53)	(68)	(14)	32	n.a.	(9)	18	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(241)</b>	<b>(124)</b>	<b>(176)</b>	<b>(560)</b>	<b>(137)</b>	<b>(118)</b>	<b>51,0</b>	<b>(260)</b>	<b>(255)</b>	<b>1,9</b>
- of which personnel		(229)	(118)	(123)	(492)	(123)	(150)	34,5	(251)	(273)	(8,8)
- of which other		(12)	(6)	(53)	(68)	(14)	32	n.a.	(9)	18	n.a.

<sup>1</sup> 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 & Group Services into the new Telekom IT unit within the Systems Solutions operating segment.

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

<sup>2</sup> Special factors affecting Total revenue: EUR +3 mn in Q2/12; EUR -17 mn in Q4/12 and EUR -47 mn in Q2/13 within Wholesale Services (ULL).

## GERMANY OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	(000) 1	22,904	22,620	22,384	22,113	21,880	(4,5)
- IP	(000) 1	672	750	937	1,215	1,474	n.a.
Broadband	(000) 1	12,414	12,424	12,427	12,443	12,430	0,1
TV (incl. IPTV, SAT)	(000) 1	1,830	1,906	1,966	2,036	2,078	13,6
ULLs	(000) 1	9,582	9,453	9,436	9,422	9,359	(2,3)
Wholesale bundled	(000) 1	617	562	518	483	455	(26,3)
Wholesale unbundled	(000) 1	1,267	1,283	1,303	1,362	1,418	11,9
<b>MOBILE COSTUMERS</b>							
Total	(000)	35,470	35,994	36,568	37,005	37,492	5,7
- contract	(000)	18,578	19,133	19,570	20,011	20,445	10,0
- prepaid	(000)	16,893	16,861	16,997	16,994	17,047	0,9

## CONSUMER OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Change %
<b>GERMANY - CONSUMER</b>							
<b>ACCESS LINES</b>							
Fixed network	(000) 1	18,250	18,004	17,789	17,536	17,331	(5,0)
- IP	(000) 1	629	696	856	1,119	1,355	n.a.
Broadband	(000) 1	10,027	10,037	10,039	10,035	10,024	0,0
TV (incl. IPTV, SAT)	(000) 1	1,678	1,748	1,804	1,866	1,906	13,6
<b>MOBILE COSTUMERS</b>							
Total	(000)	28,158	28,513	28,811	29,064	29,343	4,2
- contract	(000)	13,159	13,650	13,990	14,396	14,762	12,2
- prepaid	(000) 2	15,000	14,864	14,821	14,668	14,581	(2,8)

## BUSINESS CUSTOMERS OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	Q1 2013	Q2 2013	Change %
<b>GERMANY - BUSINESS</b>							
<b>ACCESS LINES</b>							
Fixed network	(000) 1	3,548	3,527	3,510	3,515	3,490	(1,6)
- IP	(000) 1	34	40	55	81	103	n.a.
Broadband	(000) 1	2,055	2,058	2,062	2,083	2,080	1,2
TV (incl. IPTV, SAT)	(000) 1	151	157	161	168	170	12,6
<b>MOBILE COSTUMERS</b>							
Mobile communications	(000)	7,312	7,481	7,757	7,941	8,149	11,4
- contract	(000)	5,419	5,483	5,581	5,615	5,683	4,9
- prepaid (M2M)	(000) 2	1,893	1,997	2,176	2,326	2,467	30,3

1 Figures do not add up.

2 Since January 1, 2013 Machine-to-machine (M2M) cards are totally allocated under mobile prepaid business customers. Figures for the prior-year have been adjusted.

## GERMANY

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>(0,8)</b>	<b>11.269</b>	<b>11.131</b>	<b>(1,2)</b>
<b>FIXED NETWORK</b>		<b>2.628</b>	<b>2.612</b>	<b>2.602</b>	<b>10.478</b>	<b>2.560</b>	<b>2.546</b>	<b>(3,1)</b>	<b>5.264</b>	<b>5.106</b>	<b>(3,0)</b>
of which Fixed Revenues (Fixed line)	2	1.903	1.889	1.876	7.587	1.864	1.856	(2,5)	3.822	3.720	(2,7)
Voice only revenues		594	579	565	2.350	553	542	(8,8)	1.206	1.095	(9,2)
Broadband revenues		1.105	1.095	1.087	4.400	1.078	1.075	(2,7)	2.218	2.153	(2,9)
TV revenues		204	215	224	837	233	239	17,2	398	472	18,6
of which Variable Revenues (Fixed line)	2	350	354	345	1.413	315	311	(11,1)	714	626	(12,3)
of which Revenues from add-on options (Fixed line)	2	40	39	41	159	43	39	(2,5)	79	82	3,8
thereof revenues from voice centric options		21	20	20	82	21	20	(4,8)	42	41	(2,4)
thereof revenues from broadband centric options		8	7	8	30	7	7	(12,5)	15	14	(6,7)
thereof revenues from TV centric options		11	11	13	46	15	12	9,1	22	27	22,7
<b>MOBILE COMMUNICATIONS</b>		<b>1.852</b>	<b>1.958</b>	<b>1.987</b>	<b>7.632</b>	<b>1.842</b>	<b>1.925</b>	<b>3,9</b>	<b>3.687</b>	<b>3.767</b>	<b>2,2</b>
of which Service Revenues		1.690	1.749	1.680	6.779	1.628	1.673	(1,0)	3.350	3.301	(1,5)
thereof Data Revenues		484	498	522	1.966	541	569	17,6	946	1.110	17,3
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>897</b>	<b>909</b>	<b>869</b>	<b>3.595</b>	<b>865</b>	<b>825</b>	<b>(8,0)</b>	<b>1.817</b>	<b>1.690</b>	<b>(7,0)</b>
of which access full ULL		339	336	304	1.316	323	273	(19,5)	676	596	(11,8)
of which bundled and unbundled access line		101	100	101	402	103	104	3,0	201	207	3,0
<b>ONLINE CONSUMER SERVICES</b>	3	<b>20</b>	<b>21</b>	<b>21</b>	<b>83</b>	<b>18</b>	<b>21</b>	<b>5,0</b>	<b>41</b>	<b>39</b>	<b>(4,9)</b>
<b>VALUE-ADDED SERVICES</b>		<b>92</b>	<b>88</b>	<b>91</b>	<b>370</b>	<b>83</b>	<b>74</b>	<b>(19,6)</b>	<b>191</b>	<b>157</b>	<b>(17,8)</b>
<b>OTHERS</b>		<b>121</b>	<b>148</b>	<b>161</b>	<b>578</b>	<b>198</b>	<b>174</b>	<b>43,8</b>	<b>269</b>	<b>372</b>	<b>38,3</b>

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>GERMANY</b>		<b>5.610</b>	<b>5.736</b>	<b>5.731</b>	<b>22.736</b>	<b>5.566</b>	<b>5.565</b>	<b>(0,8)</b>	<b>11.269</b>	<b>11.131</b>	<b>(1,2)</b>
Consumer		2.995	3.093	3.117	12.197	2.982	3.031	1,2	5.987	6.013	0,4
Business customers		1.407	1.420	1.429	5.680	1.391	1.414	0,5	2.831	2.805	(0,9)
Wholesale services		1.005	1.021	975	4.035	959	922	(8,3)	2.039	1.881	(7,7)
Value-added services		92	87	90	367	80	73	(20,7)	190	153	(19,5)
Others		111	115	120	457	154	125	12,6	222	279	25,7

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 & Group Services into the new Telekom IT unit within the Systems Solutions operating segment.

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

2 Reporting changed since Q1/12 due to steering logic and increased transparency.

3 Contains mainly security packages and hosting storages.



## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,4</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>1,5</b>	<b>0,1p</b>
- contract	(%)	1,0	1,0	1,1	1,2	1,1	1,2	0,2p
<b>SAC PER GROSS ADD</b>	(€) 1	<b>84</b>	<b>90</b>	<b>89</b>	<b>87</b>	<b>79</b>	<b>78</b>	<b>(7,1)</b>
- contract	(€) 1	138	139	158	143	136	123	(10,9)
- prepaid	(€) 1	18	31	18	22	12	25	38,9
<b>SRC PER RETAINED CUSTOMER</b>	(€) 1	<b>206</b>	<b>206</b>	<b>270</b>	<b>216</b>	<b>197</b>	<b>210</b>	<b>1,9</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>16</b>	<b>15</b>	<b>16</b>	<b>15</b>	<b>15</b>	<b>(6,3)</b>
- contract	(€)	27	27	26	27	24	25	(7,4)
- prepaid	(€)	4	4	4	4	3	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>41</b>	<b>41</b>	<b>43</b>	<b>41</b>	<b>44</b>	<b>45</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>84</b>	<b>83</b>	<b>84</b>	<b>84</b>	<b>81</b>	<b>85</b>	<b>1,2</b>
- contract	(min)	141	137	139	140	132	138	(2,1)

### CONSUMER - KPIS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%) 2	<b>1,6</b>	<b>1,6</b>	<b>1,6</b>	<b>1,7</b>	<b>1,6</b>	<b>1,6</b>	<b>0,0p</b>
- contract	(%)	1,1	1,0	1,2	1,3	1,1	1,3	0,2p
<b>SAC PER GROSS ADD</b>	(€) 1	<b>82</b>	<b>88</b>	<b>86</b>	<b>85</b>	<b>74</b>	<b>75</b>	<b>(8,5)</b>
- contract	(€) 1	132	133	151	137	125	114	(13,6)
- prepaid	(€) 1	21	36	22	26	15	29	38,1
<b>SRC PER RETAINED CUSTOMER</b>	(€) 1	<b>206</b>	<b>223</b>	<b>297</b>	<b>230</b>	<b>234</b>	<b>229</b>	<b>11,2</b>
<b>ARPU</b>	(€) 2	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>(7,1)</b>
- contract	(€)	25	24	23	24	22	22	(12,0)
- prepaid	(€) 2	4	5	4	4	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%) 2	<b>41</b>	<b>40</b>	<b>42</b>	<b>41</b>	<b>44</b>	<b>45</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min) 2	<b>77</b>	<b>77</b>	<b>78</b>	<b>76</b>	<b>76</b>	<b>80</b>	<b>3,9</b>
- contract	(min)	128	124	125	126	119	125	(2,3)

### BUSINESS CUSTOMERS - KPIS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%) 2	<b>0,7</b>	<b>0,8</b>	<b>0,7</b>	<b>0,8</b>	<b>0,9</b>	<b>0,8</b>	<b>0,1p</b>
- contract	(%)	0,8	0,8	0,8	0,9	1,0	0,8	0,0p
<b>SAC PER GROSS ADD</b>	(€) 1	<b>93</b>	<b>98</b>	<b>99</b>	<b>96</b>	<b>98</b>	<b>89</b>	<b>(4,3)</b>
- contract	(€) 1	171	172	186	169	190	166	(2,9)
- prepaid	(€) 1	3	3	3	3	3	4	33,3
<b>SRC PER RETAINED CUSTOMER</b>	(€) 1	<b>204</b>	<b>170</b>	<b>222</b>	<b>189</b>	<b>142</b>	<b>175</b>	<b>(14,2)</b>
<b>ARPU</b>	(€) 2	<b>25</b>	<b>25</b>	<b>24</b>	<b>25</b>	<b>23</b>	<b>23</b>	<b>(8,0)</b>
- contract	(€)	33	33	32	33	31	32	(3,0)
- prepaid	(€) 2	2	3	2	2	2	2	0,0
<b>NON-VOICE % OF ARPU</b>	(%) 2	<b>42</b>	<b>42</b>	<b>46</b>	<b>42</b>	<b>46</b>	<b>44</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	(min) 2	<b>137</b>	<b>134</b>	<b>136</b>	<b>138</b>	<b>128</b>	<b>133</b>	<b>(2,9)</b>
- contract	(min)	183	181	186	185	179	188	2,7

1 Definition adjustment of SAC/SRC between fixed network and mobile communications on private and business customer side since January 1, 2013. Figures for the prior-year have been adjusted.

2 M2M revenues have been reported under mobile prepaid business revenues since January 1, 2013. Figures for the prior-year have been adjusted.

# GERMANY

## SINGLE PLAY

<b>SINGLE PLAY<sup>1,2,3</sup></b>	<b>CALL START<sup>4</sup></b>	<b>CALL BASIC<sup>4,5</sup></b>	<b>CALL COMFORT<sup>4</sup></b>
	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
<b>CITY, CDL</b>	<b>CENT/MINUTE</b>		<b>CENT/MINUTE</b>
Off peak	2.9		0
Peak	2.9		0
international	from 2.9		
fixed to mobile	19.0		
<b>CALLING PLANS</b>			
CountryFlat 1	€ 3.94 per month		
CountryFlat 2	€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month		
fixed to T-Mobile flatrate	€ 14.95 per month		
Set-up	One off charge PSTN € 69.95		
Installation Service	One off charge € 99.95		

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

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + 8€

5 Universal up to 240 Min included

# GERMANY

## DOUBLE PLAY

DOUBLE PLAY <sup>1,2,3</sup>	CALL & SURF BASIC <sup>4</sup> (4.1)	CALL & SURF COMFORT <sup>4</sup>	CALL & SURF COMFORT VDSL <sup>4</sup>	CALL & SURF COMFORT PLUS <sup>4</sup>	CALL & SURF COMFORT PLUS VDSL <sup>4</sup>
	Bandwidth DSL 2 Mbit/s, flat rate Internet usage <sup>7</sup>	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage	Bandwidth VDSL 50 Mbit/s <sup>6</sup> , flat rate Internet usage and flat rate voice usage	Bandwidth DSL 16 Mbit/s, flat rate Internet usage and flat rate voice usage, Security pack, Hotspot flat e-Mail-Paket	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 <sup>5</sup>	from € 44.95	from € 49.95
<b>CITY, DLD</b>	<b>CENT/MINUTE</b>	<b>CENT/MINUTE</b>			
Off peak	2.9	0			
Peak	2.9	0			
international		from 2.9			
fixed to mobile		19.0			12.9
<b>CALLING PLANS</b>					
CountryFlat 1			€ 3.94 per month		
CountryFlat 2			€ 14.95 per month		
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month				included
fixed to T-Mobile flatrate			€ 14.95 per month		
Set-up			One off charge PSTN / IP € 69.95		
Installation Service Comfort			One off charge € 99.95		

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

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

5 Promotional price until 30.09.2013. Regular price 44.95€

6 Also available as Fiber 100 / 200 for 54.95 / 59.95 € (IP-Product only)

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

# GERMANY

## TRIPLE PLAY

TRIPLE PLAY <sup>1,2,3</sup>	ENTERTAIN COMFORT <sup>4</sup>	ENTERTAIN PREMIUM <sup>4</sup>	ENTERTAIN SAT <sup>4,9</sup>	ENTERTAIN COMFORT SAT <sup>5,9</sup>
	Bandwidth DSL 16 Mbit/s plus <sup>6,7</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package	Bandwidth DSL 16 Mbit/s plus <sup>6,7</sup> flat rate Internet usage and flat rate voice usage, video on demand, IPTV premium package	Bandwidth DSL min. 3 Mbit/s, flat rate Internet usage and flat rate voice usage, video on demand, IPTV basic package No Pay TV possible	Bandwidth DSL 16 Mbit/s plus <sup>6</sup> flat rate internet usage and flat rate voice usage, video on demand, IPTV basic package
	from € 39.95 <sup>8</sup>	from € 44.95 <sup>8</sup>	from € 39.95	from € 39.95 <sup>8</sup>
CITY, DLD	CENT/MINUTE			
Off peak	0			
Peak	0			
international	from 2.9			
fixed to mobile	19.0			
CALLING PLANS				
CountryFlat 1	€ 3.94 per month			
CountryFlat 2	€ 14.95 per month			
fixed to mobile	12.9 cents/minute, minimum charge € 4 per month			
fixed to T-Mobile flatrate	€ 14.95 per month			
Set-up	One off charge PSTN / IP € 69.95			
Installation Service Comfort	One off charge € 99.95			

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

2 All prices in € including VAT

3 Usage prices are stated in cents/minute including VAT

4 Standard-PSTN; Universal-PSTN + 4€; IP-Access incl. 2 voice channels and 3 telephone no.

5 IP-Product only

6 Promotional price for new VDSL25/50 customers +5 € until 30.09.2013

7 Also available as Fiber 100 / 200 for +20 / +25 € (IP-Product only)

8 Promotional price for 2 years (24 \* -5€) for new Entertain customers until 31.12.2013; Regular price 44.95€/49.95€

9 Digital SAT-Environment is necessary

# GERMANY

## CALL

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

# GERMANY

## COMPLETE COMFORT & COMPLETE PREMIUM

COMPLETE PLANS IN €	XS	S	M	L	XL	XXL	PREMIUM
Monthly charge (without handset)	15.96	27.96	39.96	55.96	63.96	79.96	-
Monthly charge (with handset)	19.95	34.95	49.95	69.95	79.95	99.95	149.95
includes national voice minutes (on-net, fixed net, other mobile networks)	50	100					
- mobile to national fixed net	0.29	0.29	free	free	free	free	free
- on-net	free	free	free	free	free	free	free
- other mobile networks	0.29	0.29	free	free	free	free	free
- Voicebox	free	free	free	free	free	free	free
International Calls (minutes)							1.000
includes SMS per month	50						
SMS (onnet, other networks)	0.19	free	free	free	free	free	free
HotSpot Flatrate	-	-	free	free	free	free	free
Data Network	3G	3G	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Data Speed	7.2 Mbit/s	16 Mbit/s	16 Mbit/s	25 Mbit/s	50 Mbit/s	100 Mbit/s	100 Mbit/s
Data Volume until speed step down	100 MB	500 MB	750 MB	1 GB	2 GB	5 GB	20 GB
MultiSim					free	free	free
VoIP	9.95	9.95	free	free	free	free	free
Tethering	free	free	free	free	free	free	free
Roaming Voice (Minutes)					50	100	250
Roaming SMS							1.000
Roaming Data <sup>1</sup>				4 x Travel & Surf WeekPass	4 x Travel & Surf WeekPass	8 x Travel & Surf WeekPass	16 x Travel & Surf WeekPass
Activation fee				29.95			
Duration of contract				24 months			

VOICE OPTIONS IN €	NETWORK FLAT (FixNet, VF, O2 or Eplus)	FIXED NUMBER	FAMILY
Monthly charge	9.95	9.95	4.95
Additional national voice minutes (on-net, fixed net, other mobile networks)	Flat to other network	Flat from home zone	free calls between 4 mobil numbers (onnet)

SMS OPTION IN €	SMS FLAT ALLNET
Monthly charge	9.95
Additional SMS per month (on-net, other networks)	free

DATA OPTIONS IN €	LTE SPEED	MULTISIM
Monthly charge	9.95	4.95
Data Speed	100 Mbit/s	
Additional Data Volume (per month)	250/500	

<sup>1</sup> Travel & Surf WeekPass 50 MB within Europe (24 Monate)

# FIXED NETWORK

## OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW
Local	0.45	0.36 <sup>1</sup>	0.32	0.25 <sup>1</sup>
Single transit	0.89 <sup>1a</sup>	0.40 <sup>1b</sup>	0.60 <sup>1a</sup>	0.28 <sup>1b</sup>
Double transit national	1.34 <sup>1a</sup>	0.40 <sup>1b</sup>	0.89 <sup>1a</sup>	0.28 <sup>1b</sup>
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.45	0.36	0.32	0.25
Single transit	0.69	0.52	0.46	0.36
Double transit national	1.03	0.61	0.68	0.43
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	30.83 <sup>2</sup>		31.01 <sup>3</sup>	
Monthly fee	10.08 <sup>4</sup>		10.19 <sup>5</sup>	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	38.20 <sup>2</sup>		34.13 <sup>3</sup>	
Monthly fee	1.84 <sup>6</sup>		1.68 <sup>7</sup>	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	54.22 <sup>8,9</sup>		44.87 <sup>9,10</sup>	
Monthly fee	8.12 <sup>8,9</sup>		8.12 <sup>9,10</sup>	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	47.96 <sup>8,9</sup>		47.68 <sup>9,10</sup>	
Monthly fee	18.32 <sup>8,9</sup>		18.20 <sup>9,10</sup>	

1 Prices are valid from 01/12/2012 to 30/11/2014.

1a Prices are valid to 31/01/2013.

1b Prices are valid from 01/02/2013 to 30/11/2013.

2 Depending on complexity - valid to 30/06/2012.

3 Depending on complexity - valid to 30/06/2014.

4 Twisted pair copper access line valid to 30/06/2013.

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

6 valid to 30/06/2012.

7 valid to 30/06/2014.

8 valid to 30/06/2011.

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

10 No price changes since 01/07/2011.





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## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>15.371</b>	<b>3.541</b>	<b>4.825</b>	<b>26,4</b>	<b>7.663</b>	<b>8.366</b>	<b>9,2</b>
<b>NET REVENUE</b>		<b>3.815</b>	<b>3.913</b>	<b>3.792</b>	<b>15.365</b>	<b>3.540</b>	<b>4.824</b>	<b>26,4</b>	<b>7.660</b>	<b>8.364</b>	<b>9,2</b>
<b>EBITDA</b>	1	<b>1.058</b>	<b>994</b>	<b>805</b>	<b>3.840</b>	<b>888</b>	<b>930</b>	<b>(12,1)</b>	<b>2.041</b>	<b>1.818</b>	<b>(10,9)</b>
EBITDA margin (EBITDA / total revenues)	%	27,7	25,4	21,2	25,0	25,1	19,3	(8,4p)	26,6	21,7	(4,9p)
Depreciation, amortization and impairment losses	2	(640)	(652)	(424)	(2.277)	(396)	(529)	17,3	(1.201)	(925)	23,0
Profit (loss) from operations = EBIT	2	418	342	381	1.563	492	401	(4,1)	840	893	6,3
<b>CASH CAPEX</b>	3	<b>420</b>	<b>573</b>	<b>690</b>	<b>2.251</b>	<b>826</b>	<b>804</b>	<b>91,4</b>	<b>988</b>	<b>1.630</b>	<b>65,0</b>
<b>CASH CONTRIBUTION</b>	3	<b>638</b>	<b>421</b>	<b>115</b>	<b>1.589</b>	<b>62</b>	<b>126</b>	<b>(80,3)</b>	<b>1.053</b>	<b>188</b>	<b>(82,1)</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>15.371</b>	<b>3.541</b>	<b>4.825</b>	<b>26,4</b>	<b>7.663</b>	<b>8.366</b>	<b>9,2</b>
<b>NET REVENUE</b>		<b>3.815</b>	<b>3.913</b>	<b>3.792</b>	<b>15.365</b>	<b>3.540</b>	<b>4.824</b>	<b>26,4</b>	<b>7.660</b>	<b>8.364</b>	<b>9,2</b>
<b>EBITDA</b>		<b>1.036</b>	<b>1.133</b>	<b>2.245</b>	<b>5.319</b>	<b>854</b>	<b>884</b>	<b>(14,7)</b>	<b>1.941</b>	<b>1.738</b>	<b>(10,5)</b>
EBITDA margin (EBITDA / total revenue)	%	27,1	28,9	59,2	34,6	24,1	18,3	(8,8p)	25,3	20,8	(4,5p)
Depreciation, amortization and impairment losses		(640)	(11.241)	(424)	(12.866)	(396)	(529)	17,3	(1.201)	(925)	23,0
Profit (loss) from operations = EBIT		396	(10.108)	1.821	(7.547)	458	355	(10,4)	740	813	9,9
<b>CASH CAPEX</b>		<b>425</b>	<b>865</b>	<b>699</b>	<b>2.560</b>	<b>852</b>	<b>804</b>	<b>89,2</b>	<b>996</b>	<b>1.656</b>	<b>66,3</b>
<b>CASH CONTRIBUTION</b>		<b>611</b>	<b>268</b>	<b>1.546</b>	<b>2.759</b>	<b>2</b>	<b>80</b>	<b>(86,9)</b>	<b>945</b>	<b>82</b>	<b>(91,3)</b>

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

1 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13 and EUR 46mn in Q2/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

2 T-Mobile USA recognized an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

3 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12 and EUR 26mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>15.371</b>	<b>3.541</b>	<b>4.825</b>	<b>26,4</b>	<b>7.663</b>	<b>8.366</b>	<b>9,2</b>
Profit (loss) from operations = EBIT	1	396	(10.108)	1.821	(7.547)	458	355	(10,4)	740	813	9,9
- Depreciation, amortization and impairment losses	1	(640)	(11.241)	(424)	(12.866)	(396)	(529)	17,3	(1.201)	(925)	23,0
<b>= EBITDA</b>		<b>1.036</b>	<b>1.133</b>	<b>2.245</b>	<b>5.319</b>	<b>854</b>	<b>884</b>	<b>(14,7)</b>	<b>1.941</b>	<b>1.738</b>	<b>(10,5)</b>
EBITDA margin	%	27,1	28,9	59,2	34,6	24,1	18,3	(8,8p)	25,3	20,8	(4,5p)
- Special factors affecting EBITDA		(22)	139	1.440	1.479	(34)	(46)	n.a.	(100)	(80)	20,0
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	2	<b>1.058</b>	<b>994</b>	<b>805</b>	<b>3.840</b>	<b>888</b>	<b>930</b>	<b>(12,1)</b>	<b>2.041</b>	<b>1.818</b>	<b>(10,9)</b>
EBITDA margin (adjusted for special factors)	%	27,7	25,4	21,2	25,0	25,1	19,3	(8,4p)	26,6	21,7	(4,9p)

## SPECIAL FACTORS

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	H1 2012 millions of €	H1 2013 millions of €
<b>EFFECTS ON EBITDA</b>		<b>(22)</b>	<b>139</b>	<b>1.440</b>	<b>1.479</b>	<b>(34)</b>	<b>(46)</b>	<b>(100)</b>	<b>(80)</b>
- of which personnel		(31)	(3)	6	(69)	(23)	(39)	(72)	(62)
- of which other		9	142	1.434	1.548	(11)	(7)	(28)	(18)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(22)</b>	<b>(10.450)</b>	<b>1.440</b>	<b>(9.110)</b>	<b>(34)</b>	<b>(46)</b>	<b>(100)</b>	<b>(80)</b>
- of which personnel		(31)	(3)	6	(69)	(23)	(39)	(72)	(62)
- of which other		9	(10.447)	1.434	(9.041)	(11)	(7)	(28)	(18)

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

1 T-Mobile USA recognized an impairment loss on goodwill, intangible assets and property, plant and equipment of 10,589mn in Q3/12.

2 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13 and EUR 46mn in Q2/13. Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

# UNITED STATES OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	(000)	<b>33.168</b>	<b>33.327</b>	<b>33.389</b>	<b>33.389</b>	<b>33.968</b>	<b>44.016</b>	<b>32,7</b>	<b>33.168</b>	<b>44.016</b>	<b>32,7</b>
- Branded postpaid	(000)	21.300	20.809	20.293	20.293	20.094	20.783	(2,4)	21.300	20.783	(2,4)
- Branded prepay	(000)	5.295	5.659	5.826	5.826	6.028	14.935	n.a.	5.295	14.935	n.a.
<b>- BRADED</b>	(000)	<b>26.595</b>	<b>26.468</b>	<b>26.119</b>	<b>26.119</b>	<b>26.122</b>	<b>35.718</b>	<b>34,3</b>	<b>26.595</b>	<b>35.718</b>	<b>34,3</b>
- Machine-to-machine	(000)	2.787	2.954	3.090	3.090	3.290	3.423	22,8	2.787	3.423	22,8
- MVNO	(000)	3.786	3.905	4.180	4.180	4.556	4.875	28,8	3.786	4.875	28,8
<b>- WHOLESALE</b>	(000)	<b>6.573</b>	<b>6.859</b>	<b>7.270</b>	<b>7.270</b>	<b>7.846</b>	<b>8.298</b>	<b>26,2</b>	<b>6.573</b>	<b>8.298</b>	<b>26,2</b>
<b>NET ADDS</b>	(000)	<b>(205)</b>	<b>160</b>	<b>61</b>	<b>203</b>	<b>579</b>	<b>1.130</b>	<b>n.a.</b>	<b>(18)</b>	<b>1.709</b>	<b>n.a.</b>
- Branded postpaid	(000)	(557)	(492)	(515)	(2.074)	(199)	688	n.a.	(1.067)	490	n.a.
- Branded prepay	(000)	227	365	166	1.007	202	(10)	n.a.	476	191	(59,9)
<b>- BRADED</b>	(000)	<b>(330)</b>	<b>(127)</b>	<b>(349)</b>	<b>(1.067)</b>	<b>3</b>	<b>678</b>	<b>n.a.</b>	<b>(591)</b>	<b>681</b>	<b>n.a.</b>
- Machine-to-machine	(000)	95	168	135	660	200	133	40,0	357	333	(6,7)
- MVNO	(000)	30	119	275	610	376	319	n.a.	217	695	n.a.
<b>- WHOLESALE</b>	(000)	<b>125</b>	<b>287</b>	<b>410</b>	<b>1.270</b>	<b>576</b>	<b>452</b>	<b>n.a.</b>	<b>574</b>	<b>1.028</b>	<b>79,1</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,2</b>	<b>3,4</b>	<b>3,7</b>	<b>3,4</b>	<b>3,3</b>	<b>3,3</b>	<b>0,1p</b>	<b>3,3</b>	<b>3,3</b>	<b>0,0p</b>
- Branded postpaid	(%)	2,1	2,3	2,5	2,4	1,9	1,6	(0,5p)	2,3	1,8	(0,5p)
- Branded prepay	(%)	6,0	6,2	7,0	6,4	7,0	5,4	(0,6p)	6,2	6,0	(0,2p)
<b>TOTAL REVENUES</b>	(€ million)	<b>3.816</b>	<b>3.915</b>	<b>3.793</b>	<b>15.371</b>	<b>3.541</b>	<b>4.825</b>	<b>26,4</b>	<b>7.663</b>	<b>8.366</b>	<b>9,2</b>
Service revenue	(€ million)	3.326	3.314	3.090	13.017	2.958	3.539	6,4	6.613	6.497	(1,8)
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>994</b>	<b>805</b>	<b>3.840</b>	<b>888</b>	<b>930</b>	<b>(12,1)</b>	<b>2.041</b>	<b>1.818</b>	<b>(10,9)</b>
EBITDA margin (adjusted for special factors)	(%)	27,7	25,4	21,2	25,0	25,1	19,3	(8,4)	26,6	21,7	(4,9)
EBITDA margin (adjusted for special factors)	(%)	31,8	30,0	26,1	29,5	30,0	26,3	(5,5)	30,9	28,0	(2,9)
<b>SAC PER BRANDED GROSS ADD</b>	(€)	<b>85</b>	<b>83</b>	<b>96</b>	<b>90</b>	<b>83</b>	<b>91</b>	<b>7,1</b>	<b>179</b>	<b>88</b>	<b>(50,8)</b>
- Branded postpaid	(€)	158	158	181	164	159	171	8,2	315	166	(47,3)
- Branded prepay	(€)	32	30	32	32	33	36	12,5	66	34	(48,5)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>60</b>	<b>60</b>	<b>80</b>	<b>64</b>	<b>60</b>	<b>66</b>	<b>10,0</b>	<b>57</b>	<b>63</b>	<b>10,5</b>
<b>BLENDED ARPU</b>	(€)	<b>33</b>	<b>33</b>	<b>31</b>	<b>33</b>	<b>29</b>	<b>29</b>	<b>(12,1)</b>	<b>33</b>	<b>29</b>	<b>(12,1)</b>
- Branded postpaid	(€)	43	44	41	43	40	40	(7,0)	43	40	(7,0)
- Branded prepay	(€)	21	22	21	21	21	26	23,8	19	25	31,6
<b>NON-VOICE % OF ARPU</b>	(%)	<b>33</b>	<b>34</b>	<b>36</b>	<b>34</b>	<b>38</b>	<b>41</b>	<b>8,0p</b>	<b>33,0</b>	<b>40,0</b>	<b>7,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>995</b>	<b>977</b>	<b>952</b>	<b>983</b>	<b>926</b>	<b>1.086</b>	<b>9,1</b>	<b>2.003</b>	<b>1.015</b>	<b>(49,3)</b>
- Branded postpaid	(min)	1.040	1.020	987	1.027	959	977	(6,1)	2.099	968	(53,9)
<b>CASH CAPEX</b>	(€ million)	<b>425</b>	<b>865</b>	<b>699</b>	<b>2.560</b>	<b>852</b>	<b>804</b>	<b>89,2</b>	<b>996</b>	<b>1.656</b>	<b>66,3</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>573</b>	<b>690</b>	<b>2.251</b>	<b>826</b>	<b>804</b>	<b>91,4</b>	<b>988</b>	<b>1.630</b>	<b>65,0</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>6</b>	<b>638</b>	<b>421</b>	<b>1.589</b>	<b>62</b>	<b>126</b>	<b>(80,3)</b>	<b>1.053</b>	<b>188</b>	<b>(82,1)</b>

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

1 On May 1, 2013, prepay customers increased by 8,918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of EUR 78mn in Q1/12, EUR 22mn in Q2/12, EUR (139)mn in Q3/12, EUR (1,440)mn in Q4/12, EUR 34mn in Q1/13 and EUR 46mn in Q2/13.

Included in special factors for Q4/12 was a gain of EUR (1,444)mn recognized on the sale of wireless communication tower sites.

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

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

6 Adjusted by excluding spectrum purchases of EUR 288mn in Q3/12, EUR 3mn in Q4/12 and EUR 26mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs of EUR 3mn in Q1/12, EUR 5mn in Q2/12, EUR 4mn in Q3/12 and EUR 6mn in Q4/12.

# UNITED STATES

## OPERATIONALS IN US-\$

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>1</b>	<b>33.168</b>	<b>33.327</b>	<b>33.389</b>	<b>33.389</b>	<b>33.968</b>	<b>44.016</b>	<b>32,7</b>	<b>33.168</b>	<b>44.016</b>	<b>32,7</b>
- Branded postpaid	('000)		21.300	20.809	20.293	20.293	20.094	20.783	(2,4)	21.300	20.783	(2,4)
- Branded prepay	('000)		5.295	5.659	5.826	5.826	6.028	14.935	n.a.	5.295	14.935	n.a.
<b>- BRANDED</b>	('000)		<b>26.595</b>	<b>26.468</b>	<b>26.119</b>	<b>26.119</b>	<b>26.122</b>	<b>35.718</b>	<b>34,3</b>	<b>26.595</b>	<b>35.718</b>	<b>34,3</b>
- Machine-to-machine	('000)		2.787	2.954	3.090	3.090	3.290	3.423	22,8	2.787	3.423	22,8
- MVNO	('000)		3.786	3.905	4.180	4.180	4.556	4.875	28,8	3.786	4.875	28,8
<b>- WHOLESALE</b>	('000)		<b>6.573</b>	<b>6.859</b>	<b>7.270</b>	<b>7.270</b>	<b>7.846</b>	<b>8.298</b>	<b>26,2</b>	<b>6.573</b>	<b>8.298</b>	<b>26,2</b>
<b>NET ADDS</b>	('000)		<b>(205)</b>	<b>160</b>	<b>61</b>	<b>203</b>	<b>579</b>	<b>1.130</b>	<b>n.a.</b>	<b>(18)</b>	<b>1.709</b>	<b>n.a.</b>
- Branded postpaid	('000)		(557)	(492)	(515)	(2,074)	(199)	688	n.a.	(1.067)	490	n.a.
- Branded prepay	('000)		227	365	166	1.007	202	(10)	n.a.	476	191	(59,9)
<b>- BRANDED</b>	('000)		<b>(330)</b>	<b>(127)</b>	<b>(349)</b>	<b>(1.067)</b>	<b>3</b>	<b>678</b>	<b>n.a.</b>	<b>(591)</b>	<b>681</b>	<b>n.a.</b>
- Machine-to-machine	('000)		95	168	135	660	200	133	40,0	357	333	(6,7)
- MVNO	('000)		30	119	275	610	376	319	n.a.	217	695	n.a.
<b>- WHOLESALE</b>	('000)		<b>125</b>	<b>287</b>	<b>410</b>	<b>1.270</b>	<b>576</b>	<b>452</b>	<b>n.a.</b>	<b>574</b>	<b>1.028</b>	<b>79,1</b>
<b>AVERAGE MONTHLY CHURN</b>	(%)		<b>3,2</b>	<b>3,4</b>	<b>3,7</b>	<b>3,4</b>	<b>3,3</b>	<b>3,3</b>	<b>0,1p</b>	<b>3,3</b>	<b>3,3</b>	<b>0,0p</b>
- Branded postpaid	(%)		2,1	2,3	2,5	2,4	1,9	1,6	(0,5p)	2,3	1,8	(0,5p)
- Branded prepay	(%)		6,0	6,2	7,0	6,4	7,0	5,4	(0,6p)	6,2	6,0	(0,2p)
<b>TOTAL REVENUES</b>	(USD million)		<b>4.894</b>	<b>4.897</b>	<b>4.916</b>	<b>19.751</b>	<b>4.678</b>	<b>6.305</b>	<b>28,8</b>	<b>9.938</b>	<b>10.983</b>	<b>10,5</b>
- Service revenue	(USD million)		4.266	4.146	4.005	16.726	3.908	4.624	8,4	8.575	8.532	(0,5)
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>1.356</b>	<b>1.244</b>	<b>1.044</b>	<b>4.933</b>	<b>1.173</b>	<b>1.216</b>	<b>(10,3)</b>	<b>2.645</b>	<b>2.389</b>	<b>(9,7)</b>
EBITDA margin (adjusted for special factors)	(%)		27,7	25,4	21,2	25,0	25,1	19,3	(8,4)	26,6	21,7	(4,9)
(EBITDA / total revenue)	(%)		31,8	30,0	26,1	29,5	30,0	26,3	(5,5)	30,9	28,0	(2,9)
EBITDA margin (adjusted for special factors)	(%)		31,8	30,0	26,1	29,5	30,0	26,3	(5,5)	30,9	28,0	(2,9)
(EBITDA / service revenue)	(%)		31,8	30,0	26,1	29,5	30,0	26,3	(5,5)	30,9	28,0	(2,9)
<b>SAC PER BRANDED GROSS ADD</b>	(USD)		<b>109</b>	<b>104</b>	<b>124</b>	<b>115</b>	<b>110</b>	<b>119</b>	<b>9,2</b>	<b>117</b>	<b>115</b>	<b>(1,7)</b>
- Branded postpaid	(USD)	4	202	197	234	211	210	223	10,4	204	218	6,9
- Branded prepay	(USD)	5	42	38	42	41	44	46	9,5	44	45	2,3
<b>SRC PER RETAINED CUSTOMER</b>	(USD)		<b>76</b>	<b>75</b>	<b>103</b>	<b>82</b>	<b>79</b>	<b>86</b>	<b>13,2</b>	<b>74</b>	<b>83</b>	<b>12,2</b>
<b>BLENDED ARPU</b>	(USD)		<b>43</b>	<b>42</b>	<b>40</b>	<b>42</b>	<b>39</b>	<b>38</b>	<b>(11,6)</b>	<b>43</b>	<b>38</b>	<b>(11,6)</b>
- Branded postpaid	(USD)		56	55	53	55	52	52	(7,1)	56	52	(7,1)
- Branded prepay	(USD)		27	27	28	27	28	35	29,6	26	32	23,1
<b>NON-VOICE % OF ARPU</b>	(%)		<b>33</b>	<b>34</b>	<b>36</b>	<b>34</b>	<b>38</b>	<b>41</b>	<b>8,0p</b>	<b>33</b>	<b>40</b>	<b>7,0p</b>
<b>MOU PER BRANDED CUSTOMER</b>	(min)		<b>995</b>	<b>977</b>	<b>952</b>	<b>983</b>	<b>926</b>	<b>1.086</b>	<b>9,1</b>	<b>2.003</b>	<b>1.015</b>	<b>(49,3)</b>
- Branded postpaid	(min)		1.040	1.020	987	1.027	959	977	(6,1)	2.099	968	(53,9)
<b>CASH CAPEX</b>	(USD million)		<b>545</b>	<b>1.082</b>	<b>906</b>	<b>3.282</b>	<b>1.124</b>	<b>1.051</b>	<b>92,8</b>	<b>1.294</b>	<b>2.176</b>	<b>68,2</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>6</b>	<b>539</b>	<b>715</b>	<b>895</b>	<b>2.894</b>	<b>1.089</b>	<b>1.051</b>	<b>95,0</b>	<b>1.284</b>	<b>2.141</b>	<b>66,7</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>6</b>	<b>817</b>	<b>529</b>	<b>149</b>	<b>2.039</b>	<b>84</b>	<b>164</b>	<b>(79,9)</b>	<b>1.361</b>	<b>248</b>	<b>(81,8)</b>

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

1 On May 1, 2013, prepay customers increased by 8,918 tsd in connection with the acquisition of MetroPCS.

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

3 Excluding special factors affecting EBITDA of USD 103mn in Q1/12, USD 26mn in Q2/12, USD (173)mn in Q3/12, USD (1,866)mn in Q4/12, USD 44mn in Q1/13 and USD 60mn in Q2/13.

Included in special factors for Q4/12 was a gain of USD (1,871)mn recognized on the sale of wireless communication tower sites.

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

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

6 Adjusted by excluding spectrum purchases of USD 360mn in Q3/12, USD 4mn in Q4/12 and USD 35mn in Q1/13. In 2012, also adjusted by excluding microwave clearing costs of USD 4mn in Q1/12, USD 6mn in Q2/12, USD 7mn in Q3/12, and USD 7mn in Q4/12.

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

# UNITED STATES

## T-MOBILE USA

SIMPLE CHOICE VALUE PLAN <sup>1,2,3,5,6,7,8</sup>	PRICING <sup>8</sup>
Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>4</sup>	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data <sup>4,5</sup>	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$70,00

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

5 Includes up to 500MB of full speed data at no additional charge.

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

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Custom

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12

4 Customers may choose to add more full speed data in increments of 2GB/each \$10 more per month, up to 12GB of data.

7 No caps, limits or overages while on T-Mobile's network.

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

SIMPLE CHOICE VALUE PLAN <sup>1,2,3,5,6,7,8</sup>	PRICING <sup>8</sup>
Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>5</sup>	\$60,00
Unlimited Talk, Text and Web with up to 2.5 GB of full speed data <sup>5,6</sup>	\$80,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data)	\$90,00

1 Two-year contract required.

5 Customers may choose to add more full speed data in increments of 2GB/each \$10 more per month, up to 12GB of data.

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

6 Includes up to 500MB of full speed data at no additional charge.

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

7 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Custom

4 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.

8 No caps, limits or overages while on T-Mobile's network.

9 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE PLAN<sup>1,2,3,4,5,6,7</sup></b> <b>INCLUDED FEATURES PER LINE</b>	<b>PRICING<sup>7</sup></b>
Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)	\$80.00 for first 2 lines
Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)	\$10.00 per line

<b>DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE<sup>2,3,5,6,7</sup></b>	<b>PRICING<sup>7</sup></b>
Add more full speed data in increments of 2GB, up to 12GB of data (each line)	\$10.00 (more per line per 2GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$20.00 (more per line)

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

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

3 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

4 Includes up to 500MB of full speed data at no additional charge

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

5 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

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

<b>SIMPLE CHOICE VALUE PLAN<sup>1,2,3,4,5,6,7,8</sup></b> <b>INCLUDED FEATURES PER LINE</b>	<b>PRICING<sup>8</sup></b>
Unlimited Talk, Text and Web with up to 500MB of full speed data (first 2 lines)	\$100.00 for first 2 lines
Unlimited Talk, Text and Web with up to 500MB of full speed data (third, fourth, fifth lines)	\$20.00 per line

<b>DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE<sup>1,3,5,6,7,8</sup></b>	<b>PRICING<sup>8</sup></b>
Add up to 2GB full speed data for a total of 2.5GB of full speed data <sup>4</sup>	\$20.00 (more per line for 2GB)
Add more full speed data in increments of 2GB, up to 12GB of data (each line) <sup>4</sup>	\$10.00 (more per line per 2GB)
Unlimited Nationwide 4G data (unlimited full speed data)	\$30.00 (more per line)

1 Two-year contract required.

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

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

4 Includes up to 500MB of full speed data at no additional charge

5 On-network and domestic roaming data allotments differ: 500 MB full-speed plan includes 10 MB roaming; 2.5 GB, 4.5 GB and Unlimited 4G full-speed plans include 50 MB roaming; 6.5 GB and 8.5 GB full-speed plans include 100 MB roaming; and 10.5 GB and 12.5 GB full-speed plans include 200 MB roaming.

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required. Web plans provide access to data; capable device required to achieve 4G speeds.

6 All plans include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G plan which includes up to 500MB of Smartphone Mobile HotSpot data usage that is capped. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G Data plan at 2GB for \$10/mo. or 4GB for \$20/mo. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

7 No caps, speed limits or overages while on T-Mobile's network.

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,8,9,11</sup>

### PRICING<sup>11</sup>

Unlimited Talk, Text and Web with up to 500MB of full speed data <sup>5</sup>	\$50,00
Unlimited Talk, Text and Web with up to 2.5GB of full speed data <sup>6</sup>	\$60,00
Unlimited Talk, Text and Unlimited Nationwide 4G data (unlimited full speed data) <sup>7</sup>	\$70,00

1 No annual contract required.

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

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

4 Features available for 30 days.

5 Includes up to 500MB of Smartphone Mobile HotSpot. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

6 Includes up to 500MB of data at no additional charge. Includes up to 2.5GB of Smartphone Mobile HotSpot. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

7 Unlimited Nationwide 4G plan does not permit Smartphone Mobile HotSpot feature.

8 No caps, limits or overages while on T-Mobile's network.

9 BlackBerry Internet Service (includes access to BlackBerry email, BlackBerry Messenger and BlackBerry App World for your BlackBerry device) is included with the \$50, \$60 and \$70/mo plans. Does not include BES access.

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

### TALK/TEXT

Unlimited International Talk & Text <sup>10</sup>	\$10,00
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10 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.

11 All prices reflect monthly charges. \$10 SIM starter kit may be required. Monthly4G provides wireless service; capable device required to achieve 4G speeds.



# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE<sup>1,2,3</sup></b>	<b>PRICING<sup>4</sup></b>	<b>HOTSPOT ACCESS<sup>4</sup></b>
<b>MOBILE BROADBAND PLANS</b>		
Overage-Free Mobile Broadband 500 MB	\$20,00	Included
Overage-Free Mobile Broadband 2.5 GB <sup>5</sup>	\$30,00	Included
Overage-Free Mobile Broadband 4.5 GB <sup>5</sup>	\$40,00	Included
Overage-Free Mobile Broadband 6.5 GB <sup>5</sup>	\$50,00	Included
Overage-Free Mobile Broadband 8.5 GB <sup>5</sup>	\$60,00	Included
Overage-Free Mobile Broadband 10.5 GB <sup>5</sup>	\$70,00	Included
Overage-Free Mobile Broadband 12.5 GB <sup>5</sup>	\$80,00	Included

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

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. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

5 Includes up to 500MB of full speed data at no additional charge.

<b>NO ANNUAL CONTRACT BROADBAND PASSES (PAY IN ADVANCE)<sup>1</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
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

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

<b>SIMPLE CHOICE CLASSIC<sup>1,2,3,4</sup></b>	<b>PRICING<sup>2</sup></b>	<b>HOTSPOT ACCESS<sup>5</sup></b>
<b>MOBILE BROADBAND PLANS</b>		
Overage-Free Mobile Broadband 500 MB	\$30,00	Included
Overage-Free Mobile Broadband 2.5 GB <sup>6</sup>	\$50,00	Included
Overage-Free Mobile Broadband 4.5 GB <sup>6</sup>	\$60,00	Included
Overage-Free Mobile Broadband 6.5 GB <sup>6</sup>	\$70,00	Included
Overage-Free Mobile Broadband 8.5 GB <sup>6</sup>	\$80,00	Included
Overage-Free Mobile Broadband 10.5 GB <sup>6</sup>	\$90,00	Included
Overage-Free Mobile Broadband 12.5 GB <sup>6</sup>	\$100,00	Included

1 Two-year contract required.

2 Prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$35/line activation fee and deposit may be required.

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

4 \$10 discount available when added to a postpaid voice line of service with T-Mobile on the same account.

5 Plan data allotment applies. No roaming. Use of connected devices subject to T-Mobile's Terms and Conditions.

6 Includes up to 500MB of full speed data at no additional charge.

Capable device required to achieve 4G speeds.



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## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.583</b>	<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	(4,5)	<b>7.158</b>	<b>6.747</b>	(5,7)
<b>NET REVENUE</b>		<b>3.416</b>	<b>3.479</b>	<b>3.438</b>	<b>13.733</b>	<b>3.172</b>	<b>3.255</b>	(4,7)	<b>6.816</b>	<b>6.427</b>	(5,7)
<b>EBITDA</b>	1	<b>1.195</b>	<b>1.345</b>	<b>1.204</b>	<b>4.936</b>	<b>1.089</b>	<b>1.107</b>	(7,4)	<b>2.387</b>	<b>2.196</b>	(8,0)
EBITDA margin (EBITDA / total revenue)	%	33,4	36,8	33,5	34,3	32,7	32,4	(1,0p)	33,3	32,5	(0,8p)
Depreciation, amortization and impairment losses		(713)	(723)	(761)	(2.928)	(696)	(682)	4,3	(1.444)	(1.378)	4,6
Profit (loss) from operations = EBIT	2	482	622	443	2.008	393	425	(11,8)	943	818	(13,3)
<b>CASH CAPEX</b>	3	<b>289</b>	<b>333</b>	<b>515</b>	<b>1.604</b>	<b>471</b>	<b>388</b>	<b>34,3</b>	<b>756</b>	<b>859</b>	<b>13,6</b>
<b>CASH CONTRIBUTION</b>		<b>906</b>	<b>1.012</b>	<b>689</b>	<b>3.332</b>	<b>618</b>	<b>719</b>	<b>(20,6)</b>	<b>1.631</b>	<b>1.337</b>	<b>(18,0)</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.583</b>	<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	(4,5)	<b>7.158</b>	<b>6.747</b>	(5,7)
<b>NET REVENUE</b>		<b>3.416</b>	<b>3.479</b>	<b>3.438</b>	<b>13.733</b>	<b>3.172</b>	<b>3.255</b>	(4,7)	<b>6.816</b>	<b>6.427</b>	(5,7)
<b>EBITDA</b>		<b>1.161</b>	<b>1.340</b>	<b>1.041</b>	<b>4.728</b>	<b>1.131</b>	<b>1.106</b>	(4,7)	<b>2.347</b>	<b>2.237</b>	(4,7)
EBITDA margin (EBITDA / total revenue)	%	32,4	36,7	29,0	32,8	34,0	32,3	(0,1p)	32,8	33,2	0,4p
Depreciation, amortization and impairment losses		(716)	(723)	(1.121)	(3.291)	(696)	(682)	4,7	(1.447)	(1.378)	4,8
Profit (loss) from operations = EBIT		445	617	(80)	1.437	435	424	(4,7)	900	859	(4,6)
<b>CASH CAPEX</b>		<b>290</b>	<b>333</b>	<b>594</b>	<b>1.724</b>	<b>1.382</b>	<b>518</b>	<b>78,6</b>	<b>797</b>	<b>1.900</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>871</b>	<b>1.007</b>	<b>447</b>	<b>3.004</b>	<b>(251)</b>	<b>588</b>	<b>(32,5)</b>	<b>1.550</b>	<b>337</b>	<b>(78,3)</b>

1 Special factors affecting EBITDA: EUR 34mn in Q2/12, EUR 5mn in Q3/12, EUR 163mn in Q4/12, EUR -42mn in Q1/13 and EUR 1mn in Q2/13

2 Special factors affecting EBIT: EUR 37mn in Q2/12 (thereof EUR 34mn resulting from EBITDA), EUR 5mn in Q3/12 (thereof EUR 5mn resulting from EBITDA), EUR 523mn in Q4/12 (thereof EUR 163mn resulting from EBITDA), EUR -42mn in Q1/13 (thereof EUR -42mn resulting from EBITDA) and EUR 1mn in Q2/13 (thereof EUR 1mn resulting from EBITDA).

3 Excluding payments for spectrum licences: EUR 1mn in Q2/12 at Romania, EUR 7mn in Q4/12 at Greece, EUR 20mn in Q4/12 in Croatia, EUR 52mn in Q4/12 at Romania, EUR 91 1mn in Q1/13 in Netherlands and EUR 130mn in Q2/13 at Romania.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment. The prior-year figures have been adjusted for better comparability.

## EUROPE

### EBITDA RECONCILIATION

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.583</b>	<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>(4,5)</b>	<b>7.158</b>	<b>6.747</b>	<b>(5,7)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.583</b>	<b>3.654</b>	<b>3.594</b>	<b>14.406</b>	<b>3.327</b>	<b>3.420</b>	<b>(4,5)</b>	<b>7.158</b>	<b>6.747</b>	<b>(5,7)</b>
Profit (loss) from operations = EBIT		445	617	(80)	1.437	435	424	(4,7)	900	859	(4,6)
- Depreciation, amortization and impairment losses		(716)	(723)	(1.121)	(3.291)	(696)	(682)	4,7	(1.447)	(1.378)	4,8
<b>= EBITDA</b>		<b>1.161</b>	<b>1.340</b>	<b>1.041</b>	<b>4.728</b>	<b>1.131</b>	<b>1.106</b>	<b>(4,7)</b>	<b>2.347</b>	<b>2.237</b>	<b>(4,7)</b>
EBITDA margin	%	32,4	36,7	29,0	32,8	34,0	32,3	(0,1p)	32,8	33,2	0,4p
- Special factors affecting EBITDA		(34)	(5)	(163)	(208)	42	(1)	97,1	(40)	41	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.195</b>	<b>1.345</b>	<b>1.204</b>	<b>4.936</b>	<b>1.089</b>	<b>1.107</b>	<b>(7,4)</b>	<b>2.387</b>	<b>2.196</b>	<b>(8,0)</b>
EBITDA margin (adjusted for special factors)	%	33,4	36,8	33,5	34,3	32,7	32,4	(1,0p)	33,3	32,5	(0,8p)

### SPECIAL FACTORS

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(34)</b>	<b>(5)</b>	<b>(163)</b>	<b>(208)</b>	<b>42</b>	<b>(1)</b>	<b>97,1</b>	<b>(40)</b>	<b>41</b>	<b>n.a.</b>
- of which personnel		(6)	(4)	(171)	(182)	(17)	(11)	(83,3)	(7)	(28)	n.a.
- of which other		(28)	(1)	8	(26)	59	10	n.a.	(33)	69	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(37)</b>	<b>(5)</b>	<b>(523)</b>	<b>(571)</b>	<b>42</b>	<b>(1)</b>	<b>97,3</b>	<b>(43)</b>	<b>41</b>	<b>n.a.</b>
- of which personnel		(6)	(4)	(171)	(182)	(17)	(11)	(83,3)	(7)	(28)	n.a.
- of which other	1	(31)	(1)	(352)	(389)	59	10	n.a.	(36)	69	n.a.

1 Impairment: Bulgaria EUR 63mn in Q4/12 and Austria EUR 297mn in Q4/12.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment. The prior-year figures have been adjusted for better comparability.

## EUROPE CUSTOMER SUMMARY

	Note	Q2 2012 '000	Q3 2012 '000	Q4 2012 '000	Q1 2013 '000	Q2 2013 '000	Change %
<b>GREECE</b>							
- Fixed network Access Lines	1	3.069	3.014	2.952	2.900	2.849	(7,2)
- Broadband Access Lines		1.136	1.170	1.203	1.234	1.257	10,7
- Mobile Customers		7.856	7.778	7.697	7.632	7.602	(3,2)
<b>ROMANIA</b>							
- Fixed network Access Lines	1	2.488	2.446	2.422	2.409	2.401	(3,5)
- Broadband Access Lines		1.104	1.114	1.134	1.142	1.156	4,7
- Mobile Customers	2	6.510	6.470	6.368	6.155	6.106	(6,2)
<b>HUNGARY</b>							
- Fixed network Access Lines	1	1.635	1.620	1.611	1.626	1.597	(2,3)
- Broadband Access Lines		864	868	875	884	891	3,1
- Mobile Customers		4.821	4.820	4.837	4.845	4.838	0,4
<b>POLAND</b>							
- Mobile Customers		15.048	15.575	16.040	15.919	15.969	6,1
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines	1	105	105	111	114	117	11,4
- Broadband Access Lines		105	105	111	114	117	11,4
- Mobile Customers		5.377	5.415	5.498	5.570	5.667	5,4
<b>CROATIA</b>							
- Fixed network Access Lines	1	1.210	1.206	1.208	1.192	1.174	(3,0)
- Broadband Access Lines		652	652	658	664	665	2,0
- Mobile Customers		2.378	2.443	2.326	2.309	2.350	(1,2)
<b>NETHERLANDS</b>							
- Fixed network Access Lines	1	290	288	283	283	272	(6,2)
- Broadband Access Lines		281	280	275	266	264	(6,0)
- Mobile Customers		4.744	4.761	4.720	4.622	4.561	(3,9)
<b>SLOVAKIA</b>							
- Fixed network Access Lines	1	993	977	960	945	932	(6,1)
- Broadband Access Lines		470	473	480	488	496	5,5
- Mobile Customers		2.325	2.313	2.311	2.289	2.273	(2,2)
<b>AUSTRIA</b>							
- Mobile Customers		4.069	4.076	4.104	4.090	4.073	0,1
<b>BULGARIA</b>							
- Mobile Customers		4.357	4.441	4.518	4.554	4.635	6,4
<b>OTHER</b>							
- Fixed network Access Lines	1	433	432	427	400	392	(9,5)
- Broadband Access Lines		243	249	258	259	265	9,1
- Mobile Customers		3.329	3.445	3.457	3.518	3.548	6,6
<b>TOTAL</b>							
- Fixed network Access Lines	1	10.223	10.089	9.974	9.869	9.733	(4,8)
- IP	1	1.433	1.607	1.852	2.068	2.223	55,1
- Broadband Access Lines Retail		4.642	4.688	4.766	4.817	4.871	4,9
- Wholesale Bundled Access Lines		154	155	153	154	153	(0,6)
- Wholesale Unbundled Access Lines		60	67	74	80	86	43,3
- TV (IPTV, Sat, cable)		2.763	2.830	2.935	3.007	3.086	11,7
- Mobile Customers		60.814	61.536	61.876	61.503	61.620	1,3

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

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

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2012	2012	2012	2012	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>828</b>	<b>825</b>	<b>781</b>	<b>3.253</b>	<b>713</b>	<b>744</b>	<b>(10,1)</b>	<b>1.647</b>	<b>1.457</b>	<b>(11,5)</b>
- of which Fixed network		480	477	464	1.905	434	442	(7,9)	964	876	(9,1)
- of which Mobile communications		388	398	358	1.525	313	338	(12,9)	769	651	(15,3)
<b>EBITDA</b>	<b>1</b>	<b>305</b>	<b>314</b>	<b>272</b>	<b>1.205</b>	<b>282</b>	<b>282</b>	<b>(7,5)</b>	<b>619</b>	<b>564</b>	<b>(8,9)</b>
- of which Fixed network		132	135	121	543	152	140	6,1	287	292	1,7
- of which Mobile communications		161	163	136	613	122	133	(17,4)	314	255	(18,8)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>36,8</b>	<b>38,1</b>	<b>34,8</b>	<b>37,0</b>	<b>39,6</b>	<b>37,9</b>	<b>1,1p</b>	<b>37,6</b>	<b>38,7</b>	<b>1,1p</b>
- of which Fixed network	<b>%</b>	27,5	28,3	26,1	28,5	35,0	31,7	4,2p	29,8	33,3	3,5p
- of which Mobile communications	<b>%</b>	41,5	41,0	38,0	40,2	39,0	39,3	(2,2p)	40,8	39,2	(1,6p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>60</b>	<b>74</b>	<b>131</b>	<b>318</b>	<b>52</b>	<b>85</b>	<b>41,7</b>	<b>113</b>	<b>137</b>	<b>21,2</b>
- of which Fixed network		32	36	79	169	23	32	0,0	54	55	1,9
- of which Mobile communications		28	37	51	146	29	51	82,1	58	80	37,9
<b>CASH CONTRIBUTION</b>		<b>245</b>	<b>240</b>	<b>141</b>	<b>887</b>	<b>230</b>	<b>197</b>	<b>(19,6)</b>	<b>506</b>	<b>427</b>	<b>(15,6)</b>
- of which Fixed network		100	99	42	374	129	108	8,0	233	237	1,7
- of which Mobile communications		133	126	85	467	93	82	(38,3)	256	175	(31,6)

1 Special factors affecting EBITDA: EUR 123mn in Q4/12, EUR -59mn in Q1/13 and EUR 4mn in Q2/13.

# GREECE

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	3.069	3.014	2.952	2.952	2.900	2.849	(7,2)	3.069	2.849	(7,2)
- IP	('000)	0	0	0	0	4	5	n.a.	0	5	n.a.
Broadband Access Lines Retail	('000)	1.111	1.145	1.178	1.178	1.208	1.232	10,9	1.111	1.232	10,9
TV (IPTV, SAT, Cable)	('000)	75	96	119	119	149	175	n.a.	75	175	n.a.
Wholesale Bundled Access Lines	('000)	25	25	26	26	26	25	0,0	25	25	0,0
ULLs/Wholesale PSTN	('000)	1.799	1.802	1.844	1.844	1.873	1.892	5,2	1.799	1.892	5,2
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	333	334	290	1.280	261	273	(18,0)	656	534	(18,6)
<b>CUSTOMERS</b>	('000)	<b>7.856</b>	<b>7.778</b>	<b>7.697</b>	<b>7.697</b>	<b>7.632</b>	<b>7.602</b>	<b>(3,2)</b>	<b>7.856</b>	<b>7.602</b>	<b>(3,2)</b>
- contract	('000)	2.286	2.293	2.302	2.302	2.286	2.284	(0,1)	2.286	2.284	(0,1)
- prepaid	('000)	5.570	5.485	5.395	5.395	5.345	5.318	(4,5)	5.570	5.318	(4,5)
<b>NET ADDS</b>	('000)	<b>(6)</b>	<b>(79)</b>	<b>(80)</b>	<b>(187)</b>	<b>(66)</b>	<b>(30)</b>	<b>n.a.</b>	<b>(28)</b>	<b>(96)</b>	<b>n.a.</b>
- contract	('000)	(6)	7	9	(18)	(16)	(3)	50,0	(34)	(19)	44,1
- prepaid	('000)	0	(85)	(90)	(169)	(49)	(27)	n.a.	6	(77)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,9</b>	<b>2,4</b>	<b>2,2</b>	<b>2,1</b>	<b>1,6</b>	<b>1,6</b>	<b>(0,3p)</b>	<b>1,9</b>	<b>1,6</b>	<b>(0,3p)</b>
- contract	(%)	2,0	1,7	1,8	1,8	1,5	1,5	(0,5p)	1,9	1,5	(0,4p)
<b>SAC PER GROSS ADD</b>	(€)	<b>20</b>	<b>19</b>	<b>25</b>	<b>22</b>	<b>16</b>	<b>19</b>	<b>(5,0)</b>	<b>21</b>	<b>18</b>	<b>(14,3)</b>
- contract	(€)	63	67	72	68	62	72	14,3	66	68	3,0
- prepaid	(€)	3	2	3	2	2	1	(66,7)	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>50</b>	<b>51</b>	<b>54</b>	<b>53</b>	<b>48</b>	<b>51</b>	<b>2,0</b>	<b>53</b>	<b>50</b>	<b>(5,7)</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>12</b>	<b>14</b>	<b>11</b>	<b>12</b>	<b>(14,3)</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>
- contract	(€)	32	33	29	31	27	28	(12,5)	32	27	(15,6)
- prepaid	(€)	7	7	5	6	5	5	(28,6)	7	5	(28,6)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>18</b>	<b>18</b>	<b>20</b>	<b>19</b>	<b>21</b>	<b>23</b>	<b>5p</b>	<b>18</b>	<b>22</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>286</b>	<b>284</b>	<b>285</b>	<b>283</b>	<b>277</b>	<b>292</b>	<b>2,1</b>	<b>281</b>	<b>285</b>	<b>1,4</b>
- contract	(min)	398	409	407	396	390	427	7,3	383	408	6,5

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.



# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>260</b>	<b>260</b>	<b>253</b>	<b>1.037</b>	<b>243</b>	<b>248</b>	<b>(4,6)</b>	<b>524</b>	<b>491</b>	<b>(6,3)</b>
- of which Fixed network		156	154	149	619	145	149	(4,5)	316	294	(7,0)
- of which Mobile communications		115	118	114	463	108	111	(3,5)	231	219	(5,2)
<b>EBITDA</b>	<b>1</b>	<b>69</b>	<b>78</b>	<b>73</b>	<b>289</b>	<b>63</b>	<b>65</b>	<b>(5,8)</b>	<b>138</b>	<b>128</b>	<b>(7,2)</b>
- of which Fixed network		40	45	41	167	39	36	(10,0)	81	75	(7,4)
- of which Mobile communications		28	35	30	120	24	30	7,1	55	54	(1,8)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>26,5</b>	<b>30,0</b>	<b>28,9</b>	<b>27,9</b>	<b>25,9</b>	<b>26,2</b>	<b>(0,3p)</b>	<b>26,3</b>	<b>26,1</b>	<b>(0,2p)</b>
- of which Fixed network	<b>%</b>	25,6	29,2	27,5	27,0	26,9	24,2	(1,4p)	25,6	25,5	(0,1p)
- of which Mobile communications	<b>%</b>	24,3	29,7	26,3	25,9	22,2	27,0	2,7p	23,8	24,7	0,9p
<b>CASH CAPEX (AS REPORTED)</b>		<b>28</b>	<b>14</b>	<b>82</b>	<b>171</b>	<b>37</b>	<b>163</b>	<b>n.a.</b>	<b>75</b>	<b>200</b>	<b>n.a.</b>
- of which Fixed network		12	9	19	57	13	18	50,0	29	31	6,9
- of which Mobile communications		16	5	63	114	24	145	n.a.	46	169	n.a.
<b>CASH CONTRIBUTION</b>		<b>41</b>	<b>64</b>	<b>(9)</b>	<b>118</b>	<b>26</b>	<b>(98)</b>	<b>n.a.</b>	<b>63</b>	<b>(72)</b>	<b>n.a.</b>
- of which Fixed network		28	36	22	110	26	18	(35,7)	52	44	(15,4)
- of which Mobile communications		12	30	(33)	6	0	(115)	n.a.	9	(115)	n.a.

1 Special factors affecting EBITDA: EUR 1mn in Q4/12, EUR 1mn in Q1/13 and EUR 2mn in Q2/13.

# ROMANIA

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	( <sup>000</sup> )	2,488	2,446	2,422	2,422	2,409	2,401	(3,5)	2,488	2,401	(3,5)	
- IP	( <sup>000</sup> )	135	144	165	165	211	231	71,1	135	231	71,1	
Broadband Access Lines Retail	( <sup>000</sup> )	1,104	1,114	1,134	1,134	1,142	1,156	4,7	1,104	1,156	4,7	
TV (IPTV, SAT, Cable)	( <sup>000</sup> )	1,207	1,231	1,265	1,265	1,277	1,296	7,4	1,207	1,296	7,4	
Wholesale Bundled Access Lines	( <sup>000</sup> )	0	0	0	0	0	0	n.a.	0	0	n.a.	
ULLs/Wholesale PSTN	( <sup>000</sup> )	1	0	0	0	0	0	(100,0)	1	0	(100,0)	
Wholesale Unbundled Access Lines	( <sup>000</sup> )	0	0	0	0	0	0	n.a.	0	0	n.a.	
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)	96	96	94	384	89	94	(2,1)	194	183	(5,7)	
<b>CUSTOMERS</b>												
- contract	( <sup>000</sup> )	2	1,605	1,626	1,638	1,591	1,600	(0,3)	1,605	1,600	(0,3)	
- prepaid	( <sup>000</sup> )	4,904	4,845	4,730	4,730	4,564	4,506	(8,1)	4,904	4,506	(8,1)	
<b>NET ADDS</b>	( <sup>000</sup> )	<b>103</b>	<b>(39)</b>	<b>(102)</b>	<b>(131)</b>	<b>(213)</b>	<b>(49)</b>	<b>n.a.</b>	<b>11</b>	<b>(262)</b>	<b>n.a.</b>	
- contract	( <sup>000</sup> )	2	105	20	13	138	9	(91,4)	105	(38)	n.a.	
- prepaid	( <sup>000</sup> )	(2)	(60)	(115)	(269)	(166)	(58)	n.a.	(94)	(224)	n.a.	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,2</b>	<b>3,8</b>	<b>3,8</b>	<b>3,6</b>	<b>3,8</b>	<b>3,0</b>	<b>(0,2p)</b>	<b>3,4</b>	<b>3,4</b>	<b>0,0p</b>	
- contract	(%)	2	1,6	1,5	1,7	1,6	2,2	1,1	(0,5p)	1,7	1,7	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>9</b>	<b>9</b>	<b>11</b>	<b>10</b>	<b>12</b>	<b>12</b>	<b>33,3</b>	<b>10</b>	<b>12</b>	<b>20,0</b>	
- contract	(€)	57	67	66	64	69	82	43,9	60	75	25,0	
- prepaid	(€)	2	1	1	2	2	1	(50,0)	2	1	(50,0)	
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>31</b>	<b>1</b>	<b>46</b>	<b>30</b>	<b>25</b>	<b>24</b>	<b>(22,6)</b>	<b>35</b>	<b>25</b>	<b>(28,6)</b>	
<b>ARPU</b>	(€)	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	
- contract	(€)	11	11	11	11	11	11	0,0	12	11	(8,3)	
- prepaid	(€)	3	3	3	3	3	3	0,0	3	3	0,0	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>14</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>15</b>	<b>14</b>	<b>0p</b>	<b>11</b>	<b>14</b>	<b>3p</b>	
<b>MOU PER CUSTOMER</b>	(min)	<b>262</b>	<b>254</b>	<b>267</b>	<b>261</b>	<b>272</b>	<b>280</b>	<b>6,9</b>	<b>262</b>	<b>276</b>	<b>5,3</b>	
- contract	(min)	417	400	409	411	394	407	(2,4)	417	401	(3,8)	

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

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

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>333</b>	<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>15,9</b>	<b>668</b>	<b>779</b>	<b>16,6</b>
<b>PRODUCT VIEW</b>		<b>333</b>	<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>15,9</b>	<b>668</b>	<b>779</b>	<b>16,6</b>
- of which Fixed network	1	151	163	190	664	202	177	17,2	311	379	21,9
- of which Mobile communications		182	199	208	764	191	208	14,3	357	399	11,8
<b>SEGMENT VIEW</b>		<b>333</b>	<b>363</b>	<b>398</b>	<b>1.429</b>	<b>393</b>	<b>386</b>	<b>15,9</b>	<b>668</b>	<b>779</b>	<b>16,6</b>
- of which Consumer		215	233	244	901	224	233	8,4	424	457	7,8
- of which Business		71	74	76	290	68	69	(2,8)	140	137	(2,1)
<b>EBITDA</b>	2	<b>115</b>	<b>131</b>	<b>106</b>	<b>474</b>	<b>93</b>	<b>119</b>	<b>3,5</b>	<b>237</b>	<b>212</b>	<b>(10,5)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>34,5</b>	<b>36,1</b>	<b>26,6</b>	<b>33,2</b>	<b>23,7</b>	<b>30,8</b>	<b>(3,7p)</b>	<b>35,5</b>	<b>27,2</b>	<b>(8,3p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>38</b>	<b>49</b>	<b>59</b>	<b>257</b>	<b>54</b>	<b>46</b>	<b>21,1</b>	<b>149</b>	<b>100</b>	<b>(32,9)</b>
<b>CASH CONTRIBUTION</b>		<b>77</b>	<b>82</b>	<b>47</b>	<b>217</b>	<b>39</b>	<b>73</b>	<b>(5,2)</b>	<b>88</b>	<b>112</b>	<b>27,3</b>

1 Fixed Network include Total revenue of HU GHS.

2 Special factors affecting EBITDA: EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 19mn in Q4/12, EUR 1mn in Q1/13 and EUR -4mn in Q2/13.

# HUNGARY

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	( <sup>000</sup> )	1,635	1,620	1,611	1,611	1,626	1,597	(2,3)	1,635	1,597	(2,3)
- IP	( <sup>000</sup> )	485	502	528	528	617	621	28,0	485	621	28,0
Broadband Access Lines Retail	( <sup>000</sup> )	766	773	785	785	801	812	6,0	766	812	6,0
TV (IPTV, SAT, Cable)	( <sup>000</sup> )	819	821	832	832	844	852	4,0	819	852	4,0
Wholesale Bundled Access Lines	( <sup>000</sup> )	71	67	62	62	57	54	(23,9)	71	54	(23,9)
ULLs/Wholesale PSTN	( <sup>000</sup> )	20	19	17	17	16	17	(15,0)	20	17	(15,0)
Wholesale Unbundled Access Lines	( <sup>000</sup> )	27	28	27	27	26	25	(7,4)	27	25	(7,4)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	168	181	179	691	159	166	(1,2)	331	325	(1,8)
<b>CUSTOMERS</b>	( <sup>000</sup> )	<b>4.821</b>	<b>4.820</b>	<b>4.837</b>	<b>4.837</b>	<b>4.845</b>	<b>4.838</b>	<b>0,4</b>	<b>4.821</b>	<b>4.838</b>	<b>0,4</b>
- contract	( <sup>000</sup> )	2.243	2.267	2.287	2.287	2.304	2.321	3,5	2.243	2.321	3,5
- prepaid	( <sup>000</sup> )	2.578	2.553	2.550	2.550	2.541	2.518	(2,3)	2.578	2.518	(2,3)
<b>NET ADDS</b>	( <sup>000</sup> )	<b>6</b>	<b>(1)</b>	<b>17</b>	<b>20</b>	<b>9</b>	<b>(7)</b>	<b>n.a.</b>	<b>4</b>	<b>1</b>	<b>(75,0)</b>
- contract	( <sup>000</sup> )	19	24	20	62	17	17	(10,5)	18	33	83,3
- prepaid	( <sup>000</sup> )	(13)	(25)	(3)	(43)	(8)	(24)	(84,6)	(14)	(32)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,4</b>	<b>1,6</b>	<b>1,7</b>	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>0,1p</b>	<b>1,4</b>	<b>1,5</b>	<b>0,1p</b>
- contract	(%)	1,1	1,0	1,4	1,2	1,3	1,1	0,0p	1,2	1,2	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>20</b>	<b>15</b>	<b>21</b>	<b>19</b>	<b>19</b>	<b>18</b>	<b>(10,0)</b>	<b>20</b>	<b>19</b>	<b>(5,0)</b>
- contract	(€)	48	32	43	42	41	38	(20,8)	46	40	(13,0)
- prepaid	(€)	4	5	8	5	4	5	25,0	4	5	25,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>56</b>	<b>35</b>	<b>49</b>	<b>47</b>	<b>46</b>	<b>41</b>	<b>(26,8)</b>	<b>51</b>	<b>44</b>	<b>(13,7)</b>
<b>ARPU</b>	(€)	<b>12</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>(8,3)</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	(€)	20	21	20	20	18	19	(5,0)	19	19	0,0
- prepaid	(€)	5	5	5	5	4	5	0,0	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>23</b>	<b>23</b>	<b>24</b>	<b>23</b>	<b>26</b>	<b>24</b>	<b>1p</b>	<b>23</b>	<b>25</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>161</b>	<b>159</b>	<b>160</b>	<b>160</b>	<b>150</b>	<b>157</b>	<b>(2,5)</b>	<b>160</b>	<b>153</b>	<b>(4,4)</b>
- contract	(min)	267	260	263	263	252	264	(1,1)	265	258	(2,6)

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

## POLAND

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>418</b>	<b>422</b>	<b>425</b>	<b>1.678</b>	<b>385</b>	<b>407</b>	<b>(2,6)</b>	<b>831</b>	<b>792</b>	<b>(4,7)</b>
- of which Consumer		255	259	257	1.021	234	257	0,8	505	491	(2,8)
- of which Business		145	146	151	587	137	140	(3,4)	290	277	(4,5)
<b>EBITDA</b>	<b>1</b>	<b>139</b>	<b>160</b>	<b>160</b>	<b>586</b>	<b>140</b>	<b>147</b>	<b>5,8</b>	<b>266</b>	<b>287</b>	<b>7,9</b>
EBITDA margin (EBITDA / total revenue)	%	33,3	37,9	37,6	34,9	36,4	36,1	2,8p	32,0	36,2	4,2p
<b>CASH CAPEX (AS REPORTED)</b>		<b>34</b>	<b>51</b>	<b>67</b>	<b>225</b>	<b>85</b>	<b>57</b>	<b>67,6</b>	<b>107</b>	<b>142</b>	<b>32,7</b>
<b>CASH CONTRIBUTION</b>		<b>105</b>	<b>109</b>	<b>93</b>	<b>361</b>	<b>55</b>	<b>90</b>	<b>(14,3)</b>	<b>159</b>	<b>145</b>	<b>(8,8)</b>

### OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	366	364	351	1.441	315	314	(14,2)	726	629	(13,4)
<b>CUSTOMERS</b>	(*000)	<b>15.048</b>	<b>15.575</b>	<b>16.040</b>	<b>16.040</b>	<b>15.919</b>	<b>15.969</b>	<b>6,1</b>	<b>15.048</b>	<b>15.969</b>	<b>6,1</b>
- contract	(*000)	6.884	6.950	6.996	6.996	7.014	7.038	2,2	6.884	7.038	2,2
- prepaid	(*000)	8.165	8.625	9.044	9.044	8.905	8.931	9,4	8.165	8.931	9,4
<b>NET ADDS</b>	(*000)	<b>537</b>	<b>526</b>	<b>465</b>	<b>1.879</b>	<b>(121)</b>	<b>50</b>	<b>(90,7)</b>	<b>888</b>	<b>(71)</b>	<b>n.a.</b>
- contract	(*000)	76	66	46	231	18	23	(69,7)	119	41	(65,5)
- prepaid	(*000)	461	460	419	1.648	(139)	27	(94,1)	769	(112)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,3</b>	<b>1,4</b>	<b>1,5</b>	<b>1,4</b>	<b>2,4</b>	<b>2,1</b>	<b>0,8p</b>	<b>1,4</b>	<b>2,3</b>	<b>0,9p</b>
- contract	(%)	0,8	0,9	1,0	0,9	1,0	1,1	0,3p	0,9	1,1	0,2p
<b>SAC PER GROSS ADD</b>	(€)	<b>26</b>	<b>21</b>	<b>20</b>	<b>24</b>	<b>20</b>	<b>19</b>	<b>(26,9)</b>	<b>28</b>	<b>19</b>	<b>(32,1)</b>
- contract	(€)	118	94	89	107	82	68	(42,4)	123	75	(39,0)
- prepaid	(€)	2	2	1	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>48</b>	<b>53</b>	<b>32</b>	<b>47</b>	<b>31</b>	<b>34</b>	<b>(29,2)</b>	<b>52</b>	<b>33</b>	<b>(36,5)</b>
<b>ARPU</b>	(€)	<b>8</b>	<b>8</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>(12,5)</b>	<b>8</b>	<b>7</b>	<b>(12,5)</b>
- contract	(€)	15	15	14	15	13	12	(20,0)	15	13	(13,3)
- prepaid	(€)	3	2	2	2	2	2	(33,3)	3	2	(33,3)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>31</b>	<b>30</b>	<b>32</b>	<b>31</b>	<b>33</b>	<b>33</b>	<b>2p</b>	<b>30</b>	<b>33</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>129</b>	<b>126</b>	<b>124</b>	<b>127</b>	<b>122</b>	<b>126</b>	<b>(2,3)</b>	<b>129</b>	<b>124</b>	<b>(3,9)</b>
- contract	(min)	226	227	232	227	233	240	6,2	224	237	5,8

1 Special factors affecting EBITDA: EUR 27mn in Q2/12, EUR -12mn in Q4/12 and EUR -6 in Q2/13.

## CZECH REPUBLIC

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>259</b>	<b>273</b>	<b>257</b>	<b>1.044</b>	<b>226</b>	<b>235</b>	<b>(9,3)</b>	<b>514</b>	<b>461</b>	<b>(10,3)</b>
- of which Consumer		159	162	157	633	138	143	(10,1)	314	281	(10,5)
- of which Business		91	101	88	372	78	81	(11,0)	183	159	(13,1)
<b>EBITDA</b>	<b>1</b>	<b>116</b>	<b>136</b>	<b>111</b>	<b>486</b>	<b>104</b>	<b>104</b>	<b>(10,3)</b>	<b>239</b>	<b>208</b>	<b>(13,0)</b>
EBITDA margin (EBITDA / total revenue)	%	44,8	49,8	43,2	46,6	46,0	44,3	(0,5p)	46,5	45,1	(1,4p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>22</b>	<b>20</b>	<b>32</b>	<b>129</b>	<b>45</b>	<b>18</b>	<b>(18,2)</b>	<b>77</b>	<b>63</b>	<b>(18,2)</b>
<b>CASH CONTRIBUTION</b>		<b>94</b>	<b>116</b>	<b>79</b>	<b>357</b>	<b>59</b>	<b>86</b>	<b>(8,5)</b>	<b>162</b>	<b>145</b>	<b>(10,5)</b>

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	105	105	111	111	114	117	11,4	105	117	11,4
- IP	('000)	84	93	108	108	111	114	35,7	84	114	35,7
Broadband Access Lines Retail	('000)	105	105	111	111	114	117	11,4	105	117	11,4
TV (IPTV, SAT, Cable)	('000)	14	15	17	17	18	19	35,7	14	19	35,7
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	2	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	234	248	223	935	198	196	(16,2)	464	394	(15,1)
<b>CUSTOMERS</b>	('000)	<b>5.377</b>	<b>5.415</b>	<b>5.498</b>	<b>5.498</b>	<b>5.570</b>	<b>5.667</b>	<b>5,4</b>	<b>5.377</b>	<b>5.667</b>	<b>5,4</b>
- contract	('000)	2.949	3.003	3.072	3.072	3.137	3.210	8,9	2.949	3.210	8,9
- prepaid	('000)	2.428	2.412	2.426	2.426	2.434	2.456	1,2	2.428	2.456	1,2
<b>NET ADDS</b>	('000)	<b>23</b>	<b>38</b>	<b>83</b>	<b>117</b>	<b>72</b>	<b>97</b>	<b>n.a.</b>	<b>(4)</b>	<b>169</b>	<b>n.a.</b>
- contract	('000)	50	55	69	199	65	73	46,0	76	138	81,6
- prepaid	('000)	(27)	(16)	14	(83)	7	22	n.a.	(80)	30	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>1,1</b>	<b>0,0p</b>	<b>1,2</b>	<b>1,1</b>	<b>(0,1p)</b>
- contract	(%)	0,4	0,3	0,3	0,4	0,4	0,3	(0,1p)	0,4	0,3	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>35</b>	<b>32</b>	<b>37</b>	<b>32</b>	<b>31</b>	<b>27</b>	<b>(22,9)</b>	<b>29</b>	<b>29</b>	<b>0,0</b>
- contract	(€)	73	66	75	67	60	57	(21,9)	62	58	(6,5)
- prepaid	(€)	1	2	3	2	2	2	100,0	1	2	100,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>32</b>	<b>30</b>	<b>36</b>	<b>33</b>	<b>29</b>	<b>8</b>	<b>(75,0)</b>	<b>33</b>	<b>17</b>	<b>(48,5)</b>
<b>ARPU</b>	(€)	<b>15</b>	<b>15</b>	<b>13</b>	<b>14</b>	<b>12</b>	<b>12</b>	<b>(20,0)</b>	<b>14</b>	<b>12</b>	<b>(14,3)</b>
- contract	(€)	21	23	20	21	17	17	(19,0)	21	17	(19,0)
- prepaid	(€)	6	6	5	6	5	5	(16,7)	6	5	(16,7)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>27</b>	<b>27</b>	<b>28</b>	<b>27</b>	<b>31</b>	<b>32</b>	<b>5p</b>	<b>27</b>	<b>31</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>134</b>	<b>130</b>	<b>138</b>	<b>133</b>	<b>134</b>	<b>146</b>	<b>9,0</b>	<b>133</b>	<b>140</b>	<b>5,3</b>
- contract	(min)	210	201	211	208	205	223	6,2	209	214	2,4

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

2 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

## NETHERLANDS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>419</b>	<b>413</b>	<b>411</b>	<b>1.664</b>	<b>393</b>	<b>406</b>	<b>(3,1)</b>	<b>840</b>	<b>799</b>	<b>(4,9)</b>
- of which Consumer		322	325	321	1.293	299	313	(2,8)	647	612	(5,4)
- of which Business		80	75	75	311	71	74	(7,5)	161	145	(9,9)
<b>EBITDA</b>	<b>1</b>	<b>133</b>	<b>143</b>	<b>134</b>	<b>525</b>	<b>114</b>	<b>108</b>	<b>(18,8)</b>	<b>248</b>	<b>222</b>	<b>(10,5)</b>
EBITDA margin (EBITDA / total revenue)	%	31,7	34,6	32,6	31,6	29,0	26,6	(5,1p)	29,5	27,8	(1,7p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>22</b>	<b>22</b>	<b>49</b>	<b>137</b>	<b>963</b>	<b>53</b>	<b>n.a.</b>	<b>66</b>	<b>1.016</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>111</b>	<b>121</b>	<b>85</b>	<b>388</b>	<b>(849)</b>	<b>55</b>	<b>(50,5)</b>	<b>182</b>	<b>(794)</b>	<b>n.a.</b>

### OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000) 2	290	288	283	283	283	272	(6,2)	290	272	(6,2)
- IP	('000) 2	281	280	275	275	274	264	(6,0)	281	264	(6,0)
Broadband Access Lines Retail	('000)	281	280	275	275	266	264	(6,0)	281	264	(6,0)
TV (IPTV, SAT, Cable)	('000) 3	34	37	41	41	45	49	44,1	34	49	44,1
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000) 2	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	353	342	330	1.366	311	321	(9,1)	694	632	(8,9)
<b>CUSTOMERS</b>	('000)	<b>4.744</b>	<b>4.761</b>	<b>4.720</b>	<b>4.720</b>	<b>4.622</b>	<b>4.561</b>	<b>(3,9)</b>	<b>4.744</b>	<b>4.561</b>	<b>(3,9)</b>
- contract	('000)	3.029	3.063	3.052	3.052	3.045	3.085	1,8	3.029	3.085	1,8
- prepaid	('000)	1.715	1.697	1.668	1.668	1.578	1.476	(13,9)	1.715	1.476	(13,9)
<b>NET ADDS</b>	('000)	<b>(112)</b>	<b>17</b>	<b>(41)</b>	<b>(189)</b>	<b>(98)</b>	<b>(62)</b>	<b>44,6</b>	<b>(165)</b>	<b>(160)</b>	<b>3,0</b>
- contract	('000)	42	34	(11)	121	(7)	40	(4,8)	98	33	(66,3)
- prepaid	('000)	(153)	(17)	(29)	(310)	(91)	(102)	33,3	(264)	(192)	27,3
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,2</b>	<b>2,5</b>	<b>2,8</b>	<b>2,8</b>	<b>3,0</b>	<b>2,7</b>	<b>(0,5p)</b>	<b>3,0</b>	<b>2,8</b>	<b>(0,2p)</b>
- contract	(%)	1,1	1,2	1,6	1,3	1,6	1,3	0,2p	1,2	1,5	0,3p
<b>SAC PER GROSS ADD</b>	(€)	<b>102</b>	<b>96</b>	<b>93</b>	<b>103</b>	<b>114</b>	<b>137</b>	<b>34,3</b>	<b>111</b>	<b>126</b>	<b>13,5</b>
- contract	(€)	210	207	199	210	224	241	14,8	216	233	7,9
- prepaid	(€)	26	22	22	26	24	18	(30,8)	29	21	(27,6)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>200</b>	<b>159</b>	<b>187</b>	<b>184</b>	<b>179</b>	<b>213</b>	<b>6,5</b>	<b>195</b>	<b>195</b>	<b>0,0</b>
<b>ARPU</b>	(€)	<b>25</b>	<b>24</b>	<b>23</b>	<b>24</b>	<b>22</b>	<b>23</b>	<b>(8,0)</b>	<b>24</b>	<b>23</b>	<b>(4,2)</b>
- contract	(€)	36	34	33	35	32	33	(8,3)	36	32	(11,1)
- prepaid	(€)	5	6	5	5	4	4	(20,0)	5	4	(20,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>40</b>	<b>40</b>	<b>39</b>	<b>39</b>	<b>40</b>	<b>41</b>	<b>1p</b>	<b>38</b>	<b>41</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>138</b>	<b>129</b>	<b>132</b>	<b>133</b>	<b>129</b>	<b>133</b>	<b>(3,6)</b>	<b>136</b>	<b>131</b>	<b>(3,7)</b>
- contract	(min)	201	184	189	195	185	187	(7,0)	202	186	(7,9)

1 Special factors affecting EBITDA: EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 3mn in Q4/12, EUR 1mn in Q1/13 and EUR 4mn in Q2/13.

2 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

3 DVB-T only.

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>245</b>	<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>(4,5)</b>	<b>484</b>	<b>458</b>	<b>(5,4)</b>
<b>PRODUCT VIEW</b>		<b>245</b>	<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>(4,5)</b>	<b>484</b>	<b>458</b>	<b>(5,4)</b>
- of which Fixed network		144	145	144	577	135	138	(4,2)	288	273	(5,2)
- of which Mobile communications		101	124	95	415	89	96	(5,0)	196	185	(5,6)
<b>SEGMENT VIEW</b>		<b>245</b>	<b>269</b>	<b>239</b>	<b>992</b>	<b>224</b>	<b>234</b>	<b>(4,5)</b>	<b>484</b>	<b>458</b>	<b>(5,4)</b>
- of which Consumer		135	141	135	545	128	134	(0,7)	269	262	(2,6)
- of which Business		78	80	78	316	71	74	(5,1)	158	145	(8,2)
<b>EBITDA</b>	1	<b>114</b>	<b>133</b>	<b>121</b>	<b>468</b>	<b>88</b>	<b>99</b>	<b>(13,2)</b>	<b>214</b>	<b>187</b>	<b>(12,6)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>46,5</b>	<b>49,4</b>	<b>50,6</b>	<b>47,2</b>	<b>39,3</b>	<b>42,3</b>	<b>(4,2p)</b>	<b>44,2</b>	<b>40,8</b>	<b>(3,4p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>21</b>	<b>28</b>	<b>68</b>	<b>137</b>	<b>40</b>	<b>33</b>	<b>57,1</b>	<b>41</b>	<b>73</b>	<b>78,0</b>
<b>CASH CONTRIBUTION</b>		<b>93</b>	<b>105</b>	<b>53</b>	<b>331</b>	<b>48</b>	<b>66</b>	<b>(29,0)</b>	<b>173</b>	<b>114</b>	<b>(34,1)</b>

1 Special factors affecting EBITDA: EUR 19mn in Q4/12 and EUR 8mn in Q1/13.



# CROATIA

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1,210	1,206	1,208	1,208	1,192	1,174	(3,0)	1,210	1,174	(3,0)
- IP	('000)	123	193	288	288	303	337	n.a.	123	337	n.a.
Broadband Access Lines Retail	('000)	634	629	633	633	634	631	(0,5)	634	631	(0,5)
TV (IPTV, SAT, Cable)	('000)	347	349	365	365	369	374	7,8	347	374	7,8
Wholesale Bundled Access Lines	('000)	18	22	23	23	28	30	66,7	18	30	66,7
ULLs/Wholesale PSTN	('000)	1	280	266	266	272	277	(5,5)	293	277	(5,5)
Wholesale Unbundled Access Lines	('000)	1	1	2	2	3	3	n.a.	1	3	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	91	113	84	374	77	86	(5,5)	177	163	(7,9)
<b>CUSTOMERS</b>	('000)	<b>2.378</b>	<b>2.443</b>	<b>2.326</b>	<b>2.326</b>	<b>2.309</b>	<b>2.350</b>	<b>(1,2)</b>	<b>2.378</b>	<b>2.350</b>	<b>(1,2)</b>
- contract	('000)	1.025	1.020	1.011	1.011	1.006	1.023	(0,2)	1.025	1.023	(0,2)
- prepaid	('000)	1.353	1.423	1.315	1.315	1.303	1.326	(2,0)	1.353	1.326	(2,0)
<b>NET ADDS</b>	('000)	<b>28</b>	<b>65</b>	<b>(117)</b>	<b>(93)</b>	<b>(17)</b>	<b>41</b>	<b>46,4</b>	<b>(41)</b>	<b>24</b>	<b>n.a.</b>
- contract	('000)	(6)	(5)	(9)	(24)	(5)	17	n.a.	(10)	12	n.a.
- prepaid	('000)	34	70	(108)	(68)	(12)	24	(29,4)	(30)	12	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,4</b>	<b>2,6</b>	<b>4,3</b>	<b>3,2</b>	<b>3,0</b>	<b>2,6</b>	<b>0,2p</b>	<b>2,9</b>	<b>2,8</b>	<b>(0,1p)</b>
- contract	(%)	1,2	1,0	1,3	1,2	1,3	0,9	(0,3p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>11</b>	<b>8</b>	<b>12</b>	<b>11</b>	<b>14</b>	<b>15</b>	<b>36,4</b>	<b>12</b>	<b>14</b>	<b>16,7</b>
- contract	(€)	64	59	62	62	72	66	3,1	64	69	7,8
- prepaid	(€)	4	3	3	3	2	2	(50,0)	4	2	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>89</b>	<b>71</b>	<b>72</b>	<b>77</b>	<b>77</b>	<b>64</b>	<b>(28,1)</b>	<b>81</b>	<b>71</b>	<b>(12,3)</b>
<b>ARPU</b>	(€)	<b>13</b>	<b>16</b>	<b>12</b>	<b>13</b>	<b>11</b>	<b>12</b>	<b>(7,7)</b>	<b>12</b>	<b>12</b>	<b>0,0</b>
- contract	(€)	20	26	18	21	17	19	(5,0)	20	18	(10,0)
- prepaid	(€)	7	8	7	7	6	7	0,0	7	7	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>29</b>	<b>30</b>	<b>36</b>	<b>31</b>	<b>36</b>	<b>36</b>	<b>7p</b>	<b>30</b>	<b>36</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>143</b>	<b>154</b>	<b>155</b>	<b>146</b>	<b>162</b>	<b>179</b>	<b>25,2</b>	<b>137</b>	<b>171</b>	<b>24,8</b>
- contract	(min)	206	223	228	211	231	257	24,8	196	244	24,5

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>202</b>	<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>(1,0)</b>	<b>408</b>	<b>392</b>	<b>(3,9)</b>
<b>PRODUCT VIEW</b>		<b>202</b>	<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>(1,0)</b>	<b>408</b>	<b>392</b>	<b>(3,9)</b>
- of which Fixed network		94	97	110	400	91	95	1,1	193	186	(3,6)
- of which Mobile communications		108	109	113	437	100	106	(1,9)	215	206	(4,2)
<b>SEGMENT VIEW</b>		<b>202</b>	<b>205</b>	<b>224</b>	<b>837</b>	<b>192</b>	<b>200</b>	<b>(1,0)</b>	<b>408</b>	<b>392</b>	<b>(3,9)</b>
- of which Consumer		121	122	133	500	117	116	(4,1)	245	233	(4,9)
- of which Business		61	60	69	255	55	60	(1,6)	126	115	(8,7)
<b>EBITDA</b>	1	<b>85</b>	<b>89</b>	<b>94</b>	<b>354</b>	<b>84</b>	<b>78</b>	<b>(8,2)</b>	<b>171</b>	<b>162</b>	<b>(5,3)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>42,1</b>	<b>43,4</b>	<b>42,0</b>	<b>42,3</b>	<b>43,8</b>	<b>39,0</b>	<b>(3,1p)</b>	<b>41,9</b>	<b>41,3</b>	<b>(0,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>22</b>	<b>16</b>	<b>23</b>	<b>104</b>	<b>36</b>	<b>22</b>	<b>0,0</b>	<b>65</b>	<b>58</b>	<b>(10,8)</b>
<b>CASH CONTRIBUTION</b>		<b>63</b>	<b>73</b>	<b>71</b>	<b>250</b>	<b>48</b>	<b>56</b>	<b>(11,1)</b>	<b>106</b>	<b>104</b>	<b>(1,9)</b>

1 Special factors affecting EBITDA: EUR 1mn in Q2/12, EUR 1mn in Q3/12, EUR 5mn in Q4/12 and EUR 1mn in Q1/13.

# SLOVAKIA

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	( <sup>000</sup> )	993	977	960	960	945	932	(6,1)	993	932	(6,1)
- IP	( <sup>000</sup> )	218	256	324	324	352	433	98,6	218	433	98,6
Broadband Access Lines Retail	( <sup>000</sup> )	422	420	420	420	421	422	0,0	422	422	0,0
TV (IPTV, SAT, Cable)	( <sup>000</sup> )	164	170	175	175	179	184	12,2	164	184	12,2
Wholesale Bundled Access Lines	( <sup>000</sup> )	15	15	16	16	16	17	13,3	15	17	13,3
ULLs/Wholesale PSTN	( <sup>000</sup> )	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	( <sup>000</sup> )	32	38	45	45	51	57	78,1	32	57	78,1
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	97	98	93	386	90	90	(7,2)	195	180	(7,7)
<b>CUSTOMERS</b>	( <sup>000</sup> )	<b>2.325</b>	<b>2.313</b>	<b>2.311</b>	<b>2.311</b>	<b>2.289</b>	<b>2.273</b>	<b>(2,2)</b>	<b>2.325</b>	<b>2.273</b>	<b>(2,2)</b>
- contract	( <sup>000</sup> )	1.459	1.457	1.463	1.463	1.455	1.455	(0,3)	1.459	1.455	(0,3)
- prepaid	( <sup>000</sup> )	866	857	848	848	834	817	(5,7)	866	817	(5,7)
<b>NET ADDS</b>	( <sup>000</sup> )	<b>12</b>	<b>(12)</b>	<b>(3)</b>	<b>(15)</b>	<b>(22)</b>	<b>(16)</b>	<b>n.a.</b>	<b>(1)</b>	<b>(38)</b>	<b>n.a.</b>
- contract	( <sup>000</sup> )	12	(2)	6	16	(7)	0	(100,0)	12	(7)	n.a.
- prepaid	( <sup>000</sup> )	0	(10)	(9)	(31)	(14)	(16)	n.a.	(13)	(31)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,2</b>	<b>1,3</b>	<b>1,3</b>	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>0,1p</b>	<b>1,4</b>	<b>1,4</b>	<b>0,0p</b>
- contract	(%)	1,1	1,1	1,1	1,1	1,1	1,0	(0,1p)	1,2	1,1	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>56</b>	<b>80</b>	<b>70</b>	<b>64</b>	<b>79</b>	<b>84</b>	<b>50,0</b>	<b>54</b>	<b>81</b>	<b>50,0</b>
- contract	(€)	95	138	117	109	138	141	48,4	93	139	49,5
- prepaid	(€)	1	4	6	3	4	4	n.a.	1	4	n.a.
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>95</b>	<b>107</b>	<b>72</b>	<b>90</b>	<b>101</b>	<b>115</b>	<b>21,1</b>	<b>92</b>	<b>108</b>	<b>17,4</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>(7,1)</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	(€)	20	20	19	20	18	19	(5,0)	20	18	(10,0)
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>24</b>	<b>26</b>	<b>27</b>	<b>26</b>	<b>30</b>	<b>29</b>	<b>5p</b>	<b>25</b>	<b>30</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>125</b>	<b>125</b>	<b>133</b>	<b>126</b>	<b>135</b>	<b>144</b>	<b>15,2</b>	<b>123</b>	<b>139</b>	<b>13,0</b>
- contract	(min)	181	179	189	182	192	203	12,2	180	197	9,4

1 Since January 1, 2013, fixed-network lines have been broken down by technology. This change also includes the addition of broadband cable lines and the recognition of wholesale PSTN lines together with the unbundled local loop lines (ULLs). Prior-period comparatives have been adjusted accordingly.

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>217</b>	<b>219</b>	<b>215</b>	<b>878</b>	<b>203</b>	<b>197</b>	<b>(9,2)</b>	<b>444</b>	<b>400</b>	<b>(9,9)</b>
- of which Consumer		167	167	168	672	142	147	(12,0)	337	289	(14,2)
- of which Business		39	40	39	158	36	36	(7,7)	79	72	(8,9)
<b>EBITDA</b>	<b>1</b>	<b>53</b>	<b>65</b>	<b>56</b>	<b>234</b>	<b>55</b>	<b>40</b>	<b>(24,5)</b>	<b>113</b>	<b>95</b>	<b>(15,9)</b>
EBITDA margin (EBITDA / total revenue)	%	24,4	29,7	26,0	26,7	27,1	20,3	(4,1p)	25,5	23,8	(1,7p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>16</b>	<b>24</b>	<b>30</b>	<b>97</b>	<b>37</b>	<b>19</b>	<b>18,8</b>	<b>43</b>	<b>56</b>	<b>30,2</b>
<b>CASH CONTRIBUTION</b>		<b>37</b>	<b>41</b>	<b>26</b>	<b>137</b>	<b>18</b>	<b>21</b>	<b>(43,2)</b>	<b>70</b>	<b>39</b>	<b>(44,3)</b>

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	199	201	193	802	174	175	(12,1)	408	349	(14,5)
<b>CUSTOMERS</b>	(*000)	<b>4.069</b>	<b>4.076</b>	<b>4.104</b>	<b>4.104</b>	<b>4.090</b>	<b>4.073</b>	<b>0,1</b>	<b>4.069</b>	<b>4.073</b>	<b>0,1</b>
- contract	(*000)	2.528	2.537	2.571	2.571	2.575	2.588	2,4	2.528	2.588	2,4
- prepaid	(*000)	1.541	1.538	1.533	1.533	1.515	1.485	(3,6)	1.541	1.485	(3,6)
<b>NET ADDS</b>	(*000)	<b>0</b>	<b>6</b>	<b>29</b>	<b>45</b>	<b>(15)</b>	<b>(17)</b>	<b>n.a.</b>	<b>10</b>	<b>(32)</b>	<b>n.a.</b>
- contract	(*000)	(5)	9	34	50	4	12	n.a.	6	16	n.a.
- prepaid	(*000)	5	(3)	(5)	(5)	(18)	(30)	n.a.	3	(48)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,6</b>	<b>1,7</b>	<b>1,7</b>	<b>1,7</b>	<b>1,7</b>	<b>1,9</b>	<b>0,3p</b>	<b>1,7</b>	<b>1,8</b>	<b>0,1p</b>
- contract	(%)	0,9	0,7	0,8	0,9	0,9	0,9	0,0p	1,0	0,9	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>69</b>	<b>48</b>	<b>68</b>	<b>64</b>	<b>59</b>	<b>84</b>	<b>21,7</b>	<b>69</b>	<b>72</b>	<b>4,3</b>
- contract	(€)	163	114	141	140	134	189	16,0	151	163	7,9
- prepaid	(€)	7	7	10	7	4	7	0,0	6	6	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>90</b>	<b>79</b>	<b>107</b>	<b>96</b>	<b>110</b>	<b>138</b>	<b>53,3</b>	<b>96</b>	<b>123</b>	<b>28,1</b>
<b>ARPU</b>	(€)	<b>16</b>	<b>16</b>	<b>16</b>	<b>16</b>	<b>14</b>	<b>14</b>	<b>(12,5)</b>	<b>17</b>	<b>14</b>	<b>(17,6)</b>
- contract	(€)	24	24	23	24	20	21	(12,5)	24	21	(12,5)
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>40</b>	<b>41</b>	<b>42</b>	<b>41</b>	<b>47</b>	<b>45</b>	<b>5p</b>	<b>40</b>	<b>46</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>216</b>	<b>202</b>	<b>209</b>	<b>211</b>	<b>208</b>	<b>209</b>	<b>(3,2)</b>	<b>216</b>	<b>208</b>	<b>(3,7)</b>
- contract	(min)	304	285	293	296	291	291	(4,3)	304	291	(4,3)

1 Special factors affecting EBITDA: EUR 1 mn in Q2/12 and EUR 1 mn in Q1/13.

# BULGARIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>102</b>	<b>86</b>	<b>93</b>	<b>378</b>	<b>83</b>	<b>87</b>	<b>(14,7)</b>	<b>199</b>	<b>170</b>	<b>(14,6)</b>
- of which Consumer		79	64	71	288	63	67	(15,2)	153	130	(15,0)
- of which Business		21	17	17	75	16	16	(23,8)	41	32	(22,0)
<b>EBITDA</b>		<b>39</b>	<b>33</b>	<b>29</b>	<b>135</b>	<b>26</b>	<b>34</b>	<b>(12,8)</b>	<b>73</b>	<b>60</b>	<b>(17,8)</b>
EBITDA margin (EBITDA / total revenue)	%	38,2	38,4	31,2	35,7	31,3	39,1	0,9p	36,7	35,3	(1,4p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>7</b>	<b>16</b>	<b>10</b>	<b>46</b>	<b>12</b>	<b>14</b>	<b>100,0</b>	<b>20</b>	<b>26</b>	<b>30,0</b>
<b>CASH CONTRIBUTION</b>		<b>32</b>	<b>17</b>	<b>19</b>	<b>89</b>	<b>14</b>	<b>20</b>	<b>(37,5)</b>	<b>53</b>	<b>34</b>	<b>(35,8)</b>

## OPERATIONALS

	Note	Q2 2012	Q3 2012	Q4 2012	FY 2012	Q1 2013	Q2 2013	Change %	H1 2012	H1 2013	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	90	72	72	320	68	73	(18,9)	176	141	(19,9)
<b>CUSTOMERS</b>	(*000)	<b>4.357</b>	<b>4.441</b>	<b>4.518</b>	<b>4.518</b>	<b>4.554</b>	<b>4.635</b>	<b>6,4</b>	<b>4.357</b>	<b>4.635</b>	<b>6,4</b>
- contract	(*000)	2.481	2.519	2.578	2.578	2.622	2.684	8,2	2.481	2.684	8,2
- prepaid	(*000)	1.876	1.922	1.941	1.941	1.932	1.951	4,0	1.876	1.951	4,0
<b>NET ADDS</b>	(*000)	<b>(3)</b>	<b>84</b>	<b>78</b>	<b>254</b>	<b>36</b>	<b>80</b>	<b>n.a.</b>	<b>92</b>	<b>116</b>	<b>26,1</b>
- contract	(*000)	19	38	59	177	45	62	n.a.	80	106	32,5
- prepaid	(*000)	(22)	46	19	77	(8)	18	n.a.	12	10	(16,7)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,8</b>	<b>2,4</b>	<b>2,5</b>	<b>2,5</b>	<b>2,1</b>	<b>1,8</b>	<b>(1,0p)</b>	<b>2,5</b>	<b>2,0</b>	<b>(0,5p)</b>
- contract	(%)	1,7	1,6	1,7	1,7	1,4	1,2	(0,5p)	1,7	1,3	(0,4p)
<b>SAC PER GROSS ADD</b>	(€)	<b>8</b>	<b>6</b>	<b>7</b>	<b>9</b>	<b>9</b>	<b>2</b>	<b>(75,0)</b>	<b>11</b>	<b>5</b>	<b>(54,5)</b>
- contract	(€)	18	15	15	20	20	4	(77,8)	24	12	(50,0)
- prepaid	(€)	0	0	0	0	1	0	n.a.	1	0	(100,0)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>8</b>	<b>7</b>	<b>7</b>	<b>8</b>	<b>10</b>	<b>4</b>	<b>(50,0)</b>	<b>9</b>	<b>7</b>	<b>(22,2)</b>
<b>ARPU</b>	(€)	<b>7</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>5</b>	<b>(28,6)</b>	<b>7</b>	<b>5</b>	<b>(28,6)</b>
- contract	(€)	10	8	8	9	8	8	(20,0)	10	8	(20,0)
- prepaid	(€)	2	2	1	2	1	2	0,0	2	1	(50,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>10</b>	<b>14</b>	<b>13</b>	<b>12</b>	<b>14</b>	<b>14</b>	<b>4p</b>	<b>11</b>	<b>14</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>149</b>	<b>151</b>	<b>150</b>	<b>150</b>	<b>148</b>	<b>150</b>	<b>0,7</b>	<b>149</b>	<b>149</b>	<b>0,0</b>
- contract	(min)	227	223	222	226	215	216	(4,8)	229	215	(6,1)

## EVERYTHING EVERYWHERE (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2012 millions of GBP	Q3 2012 millions of GBP	Q4 2012 millions of GBP	H2 2012 millions of GBP	FY 2012 millions of GBP	Q1 2013 millions of GBP	Q2 2013 millions of GBP	Change % (YoY)	H1 2012 millions of GBP	H1 2013 millions of GBP	Change % (YoY)
<b>TOTAL REVENUE</b>		<b>1.644</b>	<b>1.671</b>	<b>1.672</b>	<b>3.343</b>	<b>6.657</b>	<b>1.605</b>	<b>1.606</b>	<b>(2,3)</b>	<b>3.314</b>	<b>3.211</b>	<b>(3,1)</b>
<b>EBITDA (AS REPORTED)</b>		--	--	--	<b>535</b>	<b>1.085</b>	--	--	--	<b>551</b>	<b>595</b>	<b>8,0</b>
EBITDA margin (EBITDA / total revenue)	%	--	--	--	16,0	16,3	--	--	--	16,6	18,5	1,9p
<b>RESTRUCTURING COST INCLUDED IN EBITDA</b>		--	--	--	<b>90</b>	<b>106</b>	--	--	--	<b>16</b>	<b>46</b>	<b>n.a.</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		--	--	--	<b>737</b>	<b>1.410</b>	--	--	--	<b>673</b>	<b>734</b>	<b>9,1</b>
EBITDA margin (EBITDA / total revenue)	%	--	--	--	22,0	21,2	--	--	--	20,3	22,9	2,6p
<b>CAPEX</b>		--	--	--	<b>361</b>	<b>606</b>	--	--	--	<b>245</b>	<b>295</b>	<b>20,4</b>

## OPERATIONAL

	Note	Q2 2012	Q3 2012	Q4 2012	H2 2012	FY 2012	Q1 2013	Q2 2013	Change % (YoY)	H1 2012	H1 2013	Change % (YoY)
<b>SERVICE REVENUE</b>	(GBP million)	<b>1.486</b>	<b>1.496</b>	<b>1.467</b>	<b>2.963</b>	<b>5.953</b>	<b>1.422</b>	<b>1.421</b>	<b>(4,4)</b>	<b>2.989</b>	<b>2.843</b>	<b>(4,9)</b>
<b>CUSTOMERS</b>	('000)	<b>27.047</b>	<b>26.913</b>	<b>26.846</b>	--	--	<b>26.441</b>	<b>25.996</b>	<b>(3,9)</b>	<b>27.047</b>	<b>25.996</b>	<b>(3,9)</b>
- contract	('000)	13.143	13.393	13.594	--	--	13.759	13.976	6,3	13.143	13.976	6,3
- prepaid	('000)	13.185	12.792	12.554	--	--	11.983	11.312	(14,2)	13.185	11.312	(14,2)
- home	('000)	719	728	698	--	--	699	709	(1,4)	719	709	(1,4)
<b>NET ADDS</b>	('000)	<b>(172)</b>	<b>(143)</b>	<b>(68)</b>	<b>(211)</b>	--	<b>(404)</b>	<b>(445)</b>	<b>n.a.</b>	<b>(516)</b>	<b>(849)</b>	<b>(64,5)</b>
- contract	('000)	150	250	201	451	--	166	216	44,0	301	382	26,9
- prepaid	('000)	(313)	(393)	(239)	(632)	--	(571)	(671)	n.a.	(807)	(1.242)	(53,9)
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>2,2</b>	<b>2,3</b>	<b>2,3</b>	--	--	<b>2,6</b>	<b>2,6</b>	<b>0,4p</b>	--	--	--
- contract	(%)	1,2	1,2	1,2	--	--	1,2	1,1	(0,1p)	--	--	--
<b>SAC PER GROSS ADD</b>	(GBP)	<b>57</b>	--	<b>55</b>	--	--	<b>62</b>	<b>56</b>	<b>(1,8)</b>	--	--	--
- contract	(GBP)	165	--	146	--	--	156	147	(10,9)	--	--	--
- prepaid	(GBP)	7	--	7	--	--	11	5	(28,6)	--	--	--
<b>SRC PER RETAINED CUSTOMER</b>	(GBP)	<b>183</b>	--	<b>206</b>	--	--	<b>193</b>	<b>168</b>	<b>(8,2)</b>	--	--	--
<b>ARPU</b>	(GBP)	<b>19</b>	<b>19</b>	<b>19</b>	--	--	<b>18</b>	<b>18</b>	<b>(1,6)</b>	--	--	--
- contract	(GBP)	32	32	31	--	--	30	30	(6,3)	--	--	--
- prepaid	(GBP)	6	6	6	--	--	5	5	(15,3)	--	--	--
<b>VOICE ARPU</b>	(GBP)	<b>10</b>	<b>10</b>	<b>9</b>	--	--	<b>9</b>	<b>8</b>	<b>(15,2)</b>	--	--	--
non-voice % of ARPU	(%)	47,1	48,4	50,2	--	--	51,1	54,6	7,5p	--	--	--
<b>MOU PER CUSTOMER</b>	(min)	<b>199</b>	<b>194</b>	<b>195</b>	--	--	<b>199</b>	<b>201</b>	<b>1,0</b>	--	--	--
- contract	(min)	352	338	335	--	--	338	335	(4,8)	--	--	--

- 1 Definitions of KPIs partially differ from those of the other European Entities.  
2 Adjusted EBITDA excluding restructuring costs, brand and management fees.  
3 ARPU %-changes based on exact numbers.



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## SYSTEMS SOLUTIONS

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

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2012	2012	2012	2012	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>(8,6)</b>	<b>4.942</b>	<b>4.592</b>	<b>(7,1)</b>
Market Unit		1.929	1.894	2.127	7.839	1.893	1.884	(2,3)	3.818	3.777	(1,1)
Telekom IT		557	351	702	2.177	426	390	(30,0)	1.124	815	(27,5)
International revenue		772	786	858	3.174	752	744	(3,6)	1.530	1.496	(2,2)
<b>NET REVENUE</b>		<b>1.614</b>	<b>1.600</b>	<b>1.771</b>	<b>6.609</b>	<b>1.607</b>	<b>1.579</b>	<b>(2,2)</b>	<b>3.238</b>	<b>3.186</b>	<b>(1,6)</b>
<b>EBITDA</b>		<b>179</b>	<b>186</b>	<b>240</b>	<b>747</b>	<b>175</b>	<b>221</b>	<b>23,5</b>	<b>321</b>	<b>396</b>	<b>23,4</b>
Market Unit		158	161	213	648	131	174	10,1	274	305	11,3
Telekom IT		21	25	27	99	44	47	n.a.	47	91	93,6
EBITDA margin (EBITDA / total revenue)	%	7,2	8,3	8,5	7,5	7,5	9,7	2,5p	6,5	8,6	2,1p
Depreciation, amortization and impairment losses		(151)	(158)	(173)	(637)	(167)	(163)	(7,9)	(306)	(330)	(7,8)
Profit (loss) from operations = EBIT		28	28	67	110	8	58	n.a.	15	66	n.a.
<b>EBIT MARGIN</b>	%	<b>1,1</b>	<b>1,2</b>	<b>2,4</b>	<b>1,1</b>	<b>0,3</b>	<b>2,6</b>	<b>1,5p</b>	<b>0,3</b>	<b>1,4</b>	<b>1,1p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>283</b>	<b>289</b>	<b>393</b>	<b>1.187</b>	<b>212</b>	<b>215</b>	<b>(24,0)</b>	<b>505</b>	<b>427</b>	<b>(15,4)</b>
<b>CASH CONTRIBUTION</b>		<b>(104)</b>	<b>(103)</b>	<b>(153)</b>	<b>(440)</b>	<b>(37)</b>	<b>6</b>	<b>n.a.</b>	<b>(184)</b>	<b>(31)</b>	<b>83,2</b>
<b>ORDER ENTRY</b>		<b>1.924</b>	<b>1.614</b>	<b>3.622</b>	<b>8.737</b>	<b>2.098</b>	<b>1.983</b>	<b>3,1</b>	<b>3.501</b>	<b>4.081</b>	<b>16,6</b>

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

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2012	2012	2012	2012	2013	2013		2012	2013	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>(8,6)</b>	<b>4.942</b>	<b>4.592</b>	<b>(7,1)</b>
<b>NET REVENUE</b>		<b>1.614</b>	<b>1.600</b>	<b>1.771</b>	<b>6.609</b>	<b>1.607</b>	<b>1.579</b>	<b>(2,2)</b>	<b>3.238</b>	<b>3.186</b>	<b>(1,6)</b>
<b>EBITDA</b>		<b>76</b>	<b>103</b>	<b>66</b>	<b>342</b>	<b>115</b>	<b>52</b>	<b>(31,6)</b>	<b>173</b>	<b>167</b>	<b>(3,5)</b>
EBITDA margin (EBITDA / total revenue)	%	3,1	4,6	2,3	3,4	5,0	2,3	(0,8p)	3,5	3,6	0,1p
Depreciation, amortization and impairment losses		(151)	(158)	(185)	(649)	(181)	(162)	(7,3)	(306)	(343)	(12,1)
Profit (loss) from operations = EBIT		(75)	(55)	(119)	(307)	(66)	(110)	(46,7)	(133)	(176)	(32,3)
<b>CASH CAPEX</b>		<b>283</b>	<b>289</b>	<b>393</b>	<b>1.187</b>	<b>212</b>	<b>215</b>	<b>(24,0)</b>	<b>505</b>	<b>427</b>	<b>(15,4)</b>
<b>CASH CONTRIBUTION</b>		<b>(207)</b>	<b>(186)</b>	<b>(327)</b>	<b>(845)</b>	<b>(97)</b>	<b>(163)</b>	<b>21,3</b>	<b>(332)</b>	<b>(260)</b>	<b>21,7</b>

<sup>1</sup> 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 operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach. Deconsolidation of T-Systems Italia S.p.A. as of May 1, 2013 and part of the French business as of June 1, 2013.

## SYSTEMS SOLUTIONS

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.486</b>	<b>2.245</b>	<b>2.829</b>	<b>10.016</b>	<b>2.319</b>	<b>2.273</b>	<b>(8,6)</b>	<b>4.942</b>	<b>4.592</b>	<b>(7,1)</b>
Profit (loss) from operations = EBIT		(75)	(55)	(119)	(307)	(66)	(110)	(46,7)	(133)	(176)	(32,3)
- Depreciation, amortization and impairment losses		(151)	(158)	(185)	(649)	(181)	(162)	(7,3)	(306)	(343)	(12,1)
<b>= EBITDA</b>		<b>76</b>	<b>103</b>	<b>66</b>	<b>342</b>	<b>115</b>	<b>52</b>	<b>(31,6)</b>	<b>173</b>	<b>167</b>	<b>(3,5)</b>
EBITDA margin	%	3,1	4,6	2,3	3,4	5,0	2,3	(0,8p)	3,5	3,6	0,1p
- Special factors affecting EBITDA		(103)	(83)	(174)	(405)	(60)	(169)	(64,1)	(148)	(229)	(54,7)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>179</b>	<b>186</b>	<b>240</b>	<b>747</b>	<b>175</b>	<b>221</b>	<b>23,5</b>	<b>321</b>	<b>396</b>	<b>23,4</b>
EBITDA margin (adjusted for special factors)	%	7,2	8,3	8,5	7,5	7,5	9,7	2,5p	6,5	8,6	2,1p

## SPECIAL FACTORS

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(103)</b>	<b>(83)</b>	<b>(174)</b>	<b>(405)</b>	<b>(60)</b>	<b>(169)</b>	<b>(64,1)</b>	<b>(148)</b>	<b>(229)</b>	<b>(54,7)</b>
- of which personnel		(67)	(52)	(101)	(238)	(30)	(57)	14,9	(85)	(87)	(2,4)
- of which other		(36)	(31)	(73)	(167)	(30)	(112)	n.a.	(63)	(142)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(103)</b>	<b>(83)</b>	<b>(186)</b>	<b>(417)</b>	<b>(74)</b>	<b>(168)</b>	<b>(63,1)</b>	<b>(148)</b>	<b>(242)</b>	<b>(63,5)</b>
- of which personnel		(67)	(52)	(101)	(238)	(30)	(57)	14,9	(85)	(87)	(2,4)
- of which other		(36)	(31)	(85)	(179)	(44)	(111)	n.a.	(63)	(155)	n.a.

<sup>1</sup> 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 operations of Regional Services and Solutions (RSS) have been managed by the Germany operating segment since January 1, 2013 and no longer by the Systems Solutions operating segment to allow a more focused market approach.

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



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## GROUP HEADQUARTERS & GROUP SERVICES FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)<sup>1</sup>

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>694</b>	<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>9,7</b>	<b>1.369</b>	<b>1.452</b>	<b>6,1</b>
of which: Digital Business Units		204	205	265	868	213	234	14,7	398	447	12,3
<b>NET REVENUE</b>		<b>250</b>	<b>265</b>	<b>320</b>	<b>1.078</b>	<b>250</b>	<b>272</b>	<b>8,8</b>	<b>493</b>	<b>522</b>	<b>5,9</b>
<b>EBITDA</b>		<b>(78)</b>	<b>(154)</b>	<b>(320)</b>	<b>(715)</b>	<b>(99)</b>	<b>(111)</b>	<b>(42,3)</b>	<b>(241)</b>	<b>(210)</b>	<b>12,9</b>
of which: Digital Business Units		44	27	10	137	30	25	(43,2)	100	55	(45,0)
EBITDA margin (EBITDA / total revenue)	%	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(3,4p)	(17,6)	(14,5)	3,1p
Depreciation, amortization and impairment losses		(186)	(193)	(185)	(753)	(164)	(166)	10,8	(375)	(330)	12,0
Profit (loss) from operations = EBIT		(264)	(347)	(505)	(1.468)	(263)	(277)	(4,9)	(616)	(540)	12,3
<b>CASH CAPEX</b>		<b>72</b>	<b>50</b>	<b>113</b>	<b>379</b>	<b>77</b>	<b>94</b>	<b>30,6</b>	<b>216</b>	<b>171</b>	<b>(20,8)</b>
<b>CASH CONTRIBUTION</b>		<b>(150)</b>	<b>(204)</b>	<b>(433)</b>	<b>(1.094)</b>	<b>(176)</b>	<b>(205)</b>	<b>(36,7)</b>	<b>(457)</b>	<b>(381)</b>	<b>16,6</b>

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>694</b>	<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>9,7</b>	<b>1.369</b>	<b>1.452</b>	<b>6,1</b>
of which: Digital Business Units		204	205	265	868	213	234	14,7	398	447	12,3
<b>NET REVENUE</b>		<b>250</b>	<b>265</b>	<b>320</b>	<b>1.078</b>	<b>250</b>	<b>272</b>	<b>8,8</b>	<b>493</b>	<b>522</b>	<b>5,9</b>
<b>EBITDA</b>		<b>(157)</b>	<b>(217)</b>	<b>(521)</b>	<b>(997)</b>	<b>(120)</b>	<b>(161)</b>	<b>(2,5)</b>	<b>(259)</b>	<b>(281)</b>	<b>(8,5)</b>
of which: Digital Business Units		42	26	8	132	19	19	(54,8)	98	38	(61,2)
EBITDA margin (EBITDA / total revenue)	%	(22,6)	(31,4)	(67,2)	(35,2)	(17,4)	(21,2)	1,4p	(18,9)	(19,4)	(0,5p)
Depreciation, amortization and impairment losses		(186)	(193)	(185)	(753)	(164)	(166)	10,8	(375)	(330)	12,0
Profit (loss) from operations = EBIT		(343)	(410)	(706)	(1.750)	(284)	(327)	4,7	(634)	(611)	3,6
<b>CASH CAPEX</b>		<b>72</b>	<b>50</b>	<b>113</b>	<b>379</b>	<b>77</b>	<b>94</b>	<b>30,6</b>	<b>216</b>	<b>171</b>	<b>(20,8)</b>
<b>CASH CONTRIBUTION</b>		<b>(229)</b>	<b>(267)</b>	<b>(634)</b>	<b>(1.376)</b>	<b>(197)</b>	<b>(255)</b>	<b>(11,4)</b>	<b>(475)</b>	<b>(452)</b>	<b>4,8</b>

<sup>1</sup> 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 & Group Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

## GROUP HEADQUARTERS & GROUP SERVICES

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

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>694</b>	<b>691</b>	<b>775</b>	<b>2.835</b>	<b>691</b>	<b>761</b>	<b>9,7</b>	<b>1.369</b>	<b>1.452</b>	<b>6,1</b>
Profit (loss) from operations = EBIT		(343)	(410)	(706)	(1.750)	(284)	(327)	4,7	(634)	(611)	3,6
- Depreciation, amortization and impairment losses		(186)	(193)	(185)	(753)	(164)	(166)	10,8	(375)	(330)	12,0
<b>= EBITDA</b>		<b>(157)</b>	<b>(217)</b>	<b>(521)</b>	<b>(997)</b>	<b>(120)</b>	<b>(161)</b>	<b>(2,5)</b>	<b>(259)</b>	<b>(281)</b>	<b>(8,5)</b>
EBITDA margin	%	(22,6)	(31,4)	(67,2)	(35,2)	(17,4)	(21,2)	1,4p	(18,9)	(19,4)	(0,5p)
- Special factors affecting EBITDA		(79)	(63)	(201)	(282)	(21)	(50)	36,7	(18)	(71)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(78)</b>	<b>(154)</b>	<b>(320)</b>	<b>(715)</b>	<b>(99)</b>	<b>(111)</b>	<b>(42,3)</b>	<b>(241)</b>	<b>(210)</b>	<b>12,9</b>
EBITDA margin (adjusted for special factors)	%	(11,2)	(22,3)	(41,3)	(25,2)	(14,3)	(14,6)	(3,4p)	(17,6)	(14,5)	3,1p

### SPECIAL FACTORS

	Note	Q2 2012 millions of €	Q3 2012 millions of €	Q4 2012 millions of €	FY 2012 millions of €	Q1 2013 millions of €	Q2 2013 millions of €	Change %	H1 2012 millions of €	H1 2013 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(79)</b>	<b>(63)</b>	<b>(201)</b>	<b>(282)</b>	<b>(21)</b>	<b>(50)</b>	<b>36,7</b>	<b>(18)</b>	<b>(71)</b>	<b>n.a.</b>
- of which personnel		(78)	(61)	(95)	(243)	(22)	(53)	32,1	(87)	(75)	13,8
- of which other		(1)	(2)	(106)	(39)	1	3	n.a.	69	4	(94,2)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(79)</b>	<b>(63)</b>	<b>(201)</b>	<b>(282)</b>	<b>(21)</b>	<b>(50)</b>	<b>36,7</b>	<b>(18)</b>	<b>(71)</b>	<b>n.a.</b>
- of which personnel		(78)	(61)	(95)	(243)	(22)	(53)	32,1	(87)	(75)	13,8
- of which other		(1)	(2)	(106)	(39)	1	3	n.a.	69	4	(94,2)

<sup>1</sup> 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 & Group Services into the new Telekom IT unit within the Systems Solutions operating segment.

Since January 1, 2013, the tasks and functions of Group Technology including the Global Network Factory, which was previously part of Group Headquarters & Group Services, have been reported under the Europe operating segment.

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

# GROUP HEADQUARTERS & GROUP SERVICES

## VIVENTO

At reporting date	Note	Jun. 30, 2012	Sep. 30, 2012	Dec. 31, 2012	Mar. 31, 2013	Jun. 30, 2013
<b>EMPLOYEES VIVENTO IN TOTAL</b>	<b>1</b>	<b>8.500</b>	<b>8.400</b>	<b>8.200</b>	<b>8.200</b>	<b>8.300</b>
Employment external	2	3.600	3.500	3.600	3.600	3.700
Employment internal		3.000	3.100	3.200	3.200	3.300
Others	3	1.900	1.900	1.500	1.500	1.300
<b>ATTRITION VIVENTO</b>		<b>600</b>	<b>1.000</b>	<b>1.400</b>	<b>300</b>	<b>600</b>
- of which left the DT Group		400	600	1.000	200	400

1 Rounded figures; including Vivento management.

2 Mainly in public sector.

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





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

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