

BACKUP Q1 2017

DEUTSCHE TELEKOM



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We have created the new Board of Management department Technology and Innovation, in which we have pooled our Group's overarching network, innovation, and IT tasks. This resulted in the following organizational changes: The Innovations, Telekom IT, and Technology units of our Germany, Europe, and Systems Solutions operating segments have been transferred into a separate Board department within Group Headquarters & Group Services. Comparative figures have been adjusted retrospectively.

Since January 1, 2017, we have reported on the new Group Development operating segment. Group Development actively manages and increases the value of selected subsidiaries and equity investments of the Group. The following units and subsidiaries have been included: T-Mobile Netherlands (previously in the Europe operating segment), Deutsche Funkturm (DFMG, previously in the Germany operating segment), as well as Deutsche Telekom Capital Partners (DTCP), and the stakes in BT plc, Scout24 AG, Ströer SE & Co. KGaA, and Strato AG, which was sold as of March 31, 2017, (previously in the Group Headquarters & Group Services segment). The Group functions of Mergers & Acquisitions and Strategic Portfolio Management have also been assigned to Group Development. Comparative figures have been adjusted retrospectively.

The figures shown in this report were rounded in accordance with standard business rounding principles. As a result, the total indicated may not be equal to the precise sum of the individual figures.



LIFE IS FOR SHARING.

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GROUP AT A GLANCE

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
GROUP		17.630	17.817	18.105	19.543	73.095	18.646	5,8
Germany		5.385	5.338	5.485	5.565	21.774	5.397	0,2
United States		7.816	8.196	8.281	9.445	33.738	8.982	14,9
Europe		2.763	2.794	2.900	2.996	11.454	2.781	0,7
Systems Solutions		1.859	1.719	1.674	1.741	6.993	1.704	(8,3)
Group Development		575	573	588	610	2.347	595	3,5
Group Headquarters & Group Services		781	910	846	929	3.467	737	(5,6)
Reconciliation		(1.549)	(1.713)	(1.670)	(1.742)	(6.678)	(1.550)	(0,1)
NET REVENUE								
Germany		5.062	5.000	5.134	5.210	20.405	5.069	0,1
United States		7.816	8.195	8.282	9.443	33.736	8.982	14,9
Europe		2.695	2.704	2.812	2.900	11.111	2.695	0,0
Systems Solutions		1.545	1.402	1.349	1.382	5.678	1.369	(11,4)
Group Development		430	423	434	458	1.744	444	3,3
Group Headquarters & Group Services		84	92	96	150	421	88	4,8
GROUP		17.630	17.817	18.105	19.543	73.095	18.646	5,8
EBITDA (ADJUSTED FOR SPECIAL FACTORS)								
Germany		2.052	2.078	2.095	2.013	8.237	2.070	0,9
United States		1.908	2.172	2.156	2.325	8.561	2.386	25,1
Europe		931	968	1.037	930	3.866	889	(4,5)
Systems Solutions		196	111	139	84	530	96	(51,0)
Group Development		223	256	251	213	943	238	6,7
Group Headquarters & Group Services		(147)	(89)	(141)	(293)	(670)	(128)	12,9
Reconciliation		0	(39)	(2)	(7)	(47)	(1)	n.a.
GROUP		5.163	5.457	5.535	5.265	21.420	5.550	7,5
Proportional EBITDA		4.173	4.384	4.425	4.114	17.096	4.414	5,8

GROUP

AT A GLANCE II

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS)								
(EBITDA / TOTAL REVENUE)								
Germany		38,1	38,9	38,2	36,2	37,8	38,4	0,3p
United States		24,4	26,5	26,0	24,6	25,4	26,6	2,2p
Europe		33,7	34,6	35,8	31,0	33,8	32,0	(1,7p)
Systems Solutions		10,5	6,5	8,3	4,8	7,6	5,6	(4,9p)
Group Development		38,8	44,7	42,7	34,9	40,2	40,0	1,2p
Group Headquarters & Group Services		(18,8)	(9,8)	(16,7)	(31,5)	(19,3)	(17,4)	1,4p
GROUP		29,3	30,6	30,6	26,9	29,3	29,8	0,5p
CASH CAPEX								
Germany		873	885	1.045	1.228	4.031	1.005	15,1
United States		1.756	1.251	1.671	1.177	5.855	1.442	(17,9)
Europe		940	371	876	413	2.600	475	(49,5)
Systems Solutions		78	96	85	143	402	86	10,3
Group Development		93	40	69	69	271	81	(12,9)
Group Headquarters & Group Services		227	207	222	279	936	242	6,6
Reconciliation		(71)	(147)	(83)	(152)	(455)	(51)	28,2
GROUP		3.896	2.703	3.885	3.156	13.640	3.280	(15,8)
- thereof spectrum investment		1.065	39	1.146	432	2.682	35	(96,7)
NET PROFIT (LOSS)								
adjusted for special factors		1.047	1.054	1.040	973	4.114	939	(10,3)
as reported		3.125	621	1.053	(2.124)	2.675	747	(76,1)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)								
Proportional free cash flow		822	1.320	1.904	893	4.939	1.228	49,4
		837	1.104	1.607	391	3.939	1.139	36,1
NET DEBT		47.603	48.692	48.484	49.959	49.959	49.963	5,0

DT GROUP

EXCELLENT MARKET POSITION¹

	Note	Q1	Q2	Q3	Q4	Q1	Change compared to		Change compared to	
		2016	2016	2016	2016	2017	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
BROADBAND RETAIL LINES (END OF PERIOD)	2	17.960	18.077	18.187	18.479	18.609	130	0,7	649	3,6
Germany		12.706	12.770	12.835	12.922	12.989	67	0,5	283	2,2
Europe		5.254	5.307	5.352	5.393	5.444	51	0,9	190	3,6
Greece		1.541	1.573	1.603	1.633	1.653	20	1,2	112	7,3
Romania		1.204	1.204	1.198	1.194	1.186	(8)	(0,7)	(18)	(1,5)
Hungary		996	1.003	1.014	1.011	1.026	15	1,5	30	3,0
Poland		10	10	10	10	20	10	100,0	10	100,0
Czech Republic		131	131	130	132	133	1	0,8	2	1,5
Croatia		634	639	642	649	653	4	0,6	19	3,0
Slovakia		481	489	496	509	523	14	2,8	42	8,7
other		256	258	258	254	250	(4)	(1,6)	(6)	(2,3)
Group Development		0	0	0	164	176	12	7,3	176	n.a.
Netherlands	4	0	0	0	164	176	12	7,3	176	n.a.
FIXED NETWORK LINES (END OF PERIOD)	3	28.780	28.610	28.472	28.481	28.310	(171)	(0,6)	(470)	(1,6)
Germany		20.093	19.971	19.873	19.786	19.648	(138)	(0,7)	(445)	(2,2)
Europe		8.687	8.639	8.599	8.531	8.486	(45)	(0,5)	(201)	(2,3)
Greece		2.583	2.576	2.569	2.564	2.547	(17)	(0,7)	(36)	(1,4)
Romania		2.055	2.029	1.998	1.969	1.937	(32)	(1,6)	(118)	(5,7)
Hungary		1.659	1.655	1.650	1.629	1.630	1	0,1	(29)	(1,7)
Poland		18	18	20	20	33	13	65,0	15	83,3
Czech Republic		141	140	147	140	143	3	2,1	2	1,4
Croatia		1.012	1.009	1.004	1.001	992	(9)	(0,9)	(20)	(2,0)
Slovakia		851	848	847	850	854	4	0,5	3	0,4
other		367	365	364	358	351	(7)	(2,0)	(16)	(4,4)
Group Development		0	0	0	164	176	12	7,3	176	n.a.
Netherlands	4	0	0	0	164	176	12	7,3	176	n.a.
MOBILE SUBSCRIBERS (END OF PERIOD)		158.354	160.735	163.026	165.003	165.848	846	0,5	7.494	4,7
Germany		40.643	41.138	41.461	41.849	42.114	265	0,6	1.471	3,6
United States		65.503	67.384	69.354	71.455	72.597	1.142	1,6	7.094	10,8
Europe		48.540	48.542	48.508	47.952	47.348	(604)	(1,3)	(1.192)	(2,5)
Greece		7.477	7.610	7.666	7.725	7.733	8	0,1	256	3,4
Romania		5.934	5.909	5.869	5.722	5.428	(294)	(5,1)	(506)	(8,5)
Hungary		5.372	5.344	5.301	5.332	5.304	(28)	(0,5)	(68)	(1,3)
Poland		11.821	11.635	11.221	10.634	10.229	(405)	(3,8)	(1.592)	(13,5)
Czech Republic		6.024	6.008	6.002	6.049	6.097	48	0,8	73	1,2
Croatia		2.206	2.246	2.332	2.234	2.210	(24)	(1,1)	4	0,2
Slovakia		2.231	2.227	2.226	2.225	2.230	5	0,2	(1)	(0,0)
Austria		4.221	4.275	4.365	4.594	4.713	119	2,6	492	11,7
other		3.255	3.287	3.525	3.438	3.404	(34)	(1,0)	149	4,6
Group Development		3.668	3.671	3.703	3.746	3.789	43	1,1	121	3,3
Netherlands		3.668	3.671	3.703	3.746	3.789	43	1,1	121	3,3

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

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

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

4 In the fourth quarter of 2016, the number of fixed-network and broadband lines in the Netherlands grew as a result of the acquisition of Vodafone's fixed-network consumer business.

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DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €	Change %
NET REVENUE		17.630	17.827	18.105	19.543	73.105	18.646	5,8
Other operating income		268	203	282	280	1.033	251	(6,3)
Changes in inventories		12	(6)	1	(19)	(12)	40	n.a.
Own capitalized costs		481	518	531	581	2.111	542	12,7
Goods and services purchased		(8.587)	(8.683)	(8.933)	(10.660)	(36.863)	(9.284)	(8,1)
Personnel costs		(3.813)	(3.702)	(3.578)	(3.731)	(14.824)	(3.887)	(1,9)
Other operating expenses		(828)	(700)	(873)	(729)	(3.130)	(758)	8,5
Depreciation, amortization, and impairment losses		(3.142)	(3.151)	(3.163)	(3.301)	(12.757)	(3.191)	(1,6)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		2.021	2.306	2.372	1.964	8.663	2.359	16,7
EBIT margin (EBIT / net revenue)	%	11,5	12,9	13,1	10,0	11,9	12,7	1,2p
Profit (loss) from financial activities		(215)	(746)	(531)	(831)	(2.323)	(1.355)	n.a.
of which: finance costs		(634)	(653)	(647)	(562)	(2.496)	(638)	(0,6)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		1.806	1.560	1.841	1.133	6.340	1.004	(44,4)
Income taxes		(582)	(424)	(639)	(213)	(1.858)	0	n.a.
PROFIT (LOSS)		1.224	1.136	1.202	920	4.482	1.004	(18,0)
Profit (loss) attributable to non-controlling interests		177	82	162	(53)	368	64	(63,8)
NET PROFIT (LOSS)		1.047	1.054	1.040	973	4.114	939	(10,3)

GROUP

EBITDA RECONCILIATION

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €	Change %
NET REVENUE		17.630	17.817	18.105	19.543	73.095	18.646	5,8
NET PROFIT (LOSS)		3.125	621	1.053	(2.124)	2.675	747	(76,1)
+ Profit (loss) attributable to non-controlling interests		252	65	169	(57)	429	62	(75,4)
= Profit (loss)		3.377	686	1.222	(2.181)	3.104	809	(76,0)
- Income taxes		(934)	(114)	(394)	(1)	(1.443)	78	n.a.
= Profit (loss) before income taxes = EBT		4.311	800	1.616	(2.180)	4.547	731	(83,0)
- Profit (loss) from financial activities		(214)	(746)	(540)	(3.117)	(4.617)	(2.040)	n.a.
PROFIT (LOSS) FROM OPERATIONS (EBIT)		4.525	1.546	2.156	937	9.164	2.771	(38,8)
- Depreciation, amortization and impairment losses		(3.142)	(3.151)	(3.178)	(3.909)	(13.380)	(3.191)	(1,6)
= EBITDA		7.667	4.697	5.334	4.846	22.544	5.963	(22,2)
EBITDA margin (EBITDA/net revenue)	%	43,5	26,4	29,5	24,8	30,8	32,0	(11,5p)
- Special factors affecting EBITDA		2.504	(760)	(201)	(419)	1.124	412	(83,5)
= EBITDA ADJUSTED FOR SPECIAL FACTORS		5.163	5.457	5.535	5.265	21.420	5.550	7,5
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	29,3	30,6	30,6	26,9	29,3	29,8	0,5p

DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €	Change %
NET REVENUE		17.630	17.817	18.105	19.543	73.095	18.646	5,8
Other operating income		3.179	258	386	357	4.180	770	(75,8)
Changes in inventories		12	(6)	1	(19)	(12)	40	n.a.
Own capitalized costs		480	518	532	582	2.112	542	12,9
Goods and services purchased		(8.663)	(8.764)	(8.975)	(10.682)	(37.084)	(9.312)	(7,5)
Personnel costs		(4.062)	(4.365)	(3.836)	(4.200)	(16.463)	(3.964)	2,4
Other operating expenses		(909)	(761)	(879)	(735)	(3.284)	(761)	16,3
Depreciation, amortization, and impairment losses		(3.142)	(3.151)	(3.178)	(3.909)	(13.380)	(3.191)	(1,6)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		4.525	1.546	2.156	937	9.164	2.771	(38,8)
EBIT margin (EBIT / net revenue)	%	25,7	8,7	11,9	4,8	12,5	14,9	(10,8p)
Profit (loss) from financial activities		(214)	(746)	(540)	(3.117)	(4.617)	(2.040)	n.a.
of which: finance costs		(633)	(652)	(646)	(561)	(2.492)	(637)	(0,6)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		4.311	800	1.616	(2.180)	4.547	731	(83,0)
Income taxes		(934)	(114)	(394)	(1)	(1.443)	78	n.a.
PROFIT (LOSS)		3.377	686	1.222	(2.181)	3.104	809	(76,0)
Profit (loss) attributable to non-controlling interests		252	65	169	(57)	429	62	(75,4)
NET PROFIT (LOSS)		3.125	621	1.053	(2.124)	2.675	747	(76,1)

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €
NET REVENUE		0	(10)	0	0	(10)	0
Other operating income	1	2.911	55	104	77	3.147	519
Changes in inventories		0	0	0	0	0	0
Own capitalized costs		(1)	0	1	1	1	0
Goods and services purchased		(76)	(81)	(42)	(22)	(221)	(28)
Personnel costs		(249)	(663)	(258)	(469)	(1.639)	(77)
Other operating expenses		(81)	(61)	(6)	(6)	(154)	(2)
Depreciation, amortization, and impairment losses		0	0	(15)	(608)	(623)	0
PROFIT (LOSS) FROM OPERATIONS (EBIT)	1	2.504	(760)	(216)	(1.027)	501	412
Profit (loss) from financial activities		1	0	(9)	(2.286)	(2.294)	(685)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)	1	2.505	(760)	(225)	(3.313)	(1.793)	(272)
Income taxes		(352)	310	245	212	415	78
PROFIT (LOSS)		2.153	(450)	20	(3.101)	(1.378)	(195)
Profit (loss) attributable to non-controlling interests		75	(17)	7	(4)	61	(2)
NET PROFIT (LOSS)		2.078	(433)	13	(3.097)	(1.439)	(193)

1 Q1/2016: sale of stake in the EE joint venture. Q1/2017: sale of Strato

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €	Change %
EFFECT ON OPERATING EXPENSES		(407)	(805)	(305)	(496)	(2.013)	(107)	73,7
of which: expenses / income for early retirement (civil servants)		(138)	(564)	(125)	(309)	(1.136)	5	n.a.
of which: expenses for severance payments		(59)	(57)	(83)	(95)	(294)	(35)	40,7
of which: expenses / income for partial retirement		(48)	(43)	(47)	(51)	(189)	(46)	4,2
of which: expenses for other personnel restructuring charges		(3)	1	(3)	(7)	(12)	(1)	66,7
of which: Vivento transfer payments		(1)	0	0	(6)	(7)	0	n.a.
of which: restructuring charges		(34)	(29)	(9)	(9)	(81)	(12)	64,7
of which: expenses due to de-consolidations and other asset sales		(79)	(66)	4	38	(103)	8	n.a.
of which: others		(45)	(47)	(42)	(57)	(191)	(26)	42,2
EFFECT ON OTHER OPERATING INCOME		2.911	55	104	77	3.147	519	(82,2)
of which: income due to asset sales		2.911	54	104	49	3.118	519	(82,2)
of which: others		0	1	0	28	29	0	n.a.
EFFECT ON REVENUE		0	(10)	0	0	(10)	0	n.a.
EFFECT ON EBITDA	1	2.504	(760)	(201)	(419)	1.124	412	(83,5)
DEPRECIATION, AMORTIZATION AND IMPAIRMENT		0	0	(15)	(608)	(623)	0	n.a.
of which: restructuring charges		0	0	0	0	0	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.
of which: others		0	0	1	(1)	0	0	n.a.
EFFECT ON PROFIT FROM OPERATIONS = EBIT	1	2.504	(760)	(216)	(1.027)	501	412	(83,5)

1 Q1/2016: sale of stake in the EE joint venture. Q1/2017: sale of Strato

GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q1 2016 €	Q2 2016 €	Q3 2016 €	Q4 2016 €	FY 2016 €	Q1 2017 €	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES		1	0	(9)	(2.286)	(2.294)	(685)	n.a.
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES		2.505	(760)	(225)	(3.313)	(1.793)	(272)	n.a.
EFFECT ON TAXES		(352)	310	245	212	415	78	n.a.
Tax effect of special factors within EBIT		16	316	84	132	548	28	75,0
Tax effect of special factors on profit (loss) from financial activities		(368)	(6)	161	80	(133)	50	n.a.
Other tax effects		0	0	0	0	0	0	n.a.
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS		75	(17)	7	(4)	61	(2)	n.a.
EFFECT ON NET PROFIT (LOSS)	1	2.078	(433)	13	(3.097)	(1.439)	(193)	n.a.

1 Q1/2016: sale of stake in the EE joint venture. Q1/2017: sale of Strato

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR¹

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q1 2016 Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	System Solutions millions of €	GHS millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	System Solutions millions of €	Group Development millions of €	GHS millions of €				
NET REVENUE	17.630	21	0	0	0	21	0	0	4	0	0	0	0	0	4	17	17.647	18.646	5,7
PROFIT (LOSS) FROM OPERATIONS = EBIT	4.525	(6)	0	0	0	(6)	0	0	0	0	0	0	0	0	(6)	4.519	2.771	(38,7)	
Profit (loss) from financial activities	(214)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(214)	(2.040)	n.a.	
of which finance costs	(633)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(633)	(637)	0,6	
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	4.311	(6)	0	0	0	(6)	0	0	0	0	0	0	0	0	(6)	4.305	731	(83,0)	
Income taxes	(934)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(934)	78	n.a.	
PROFIT (LOSS)	3.377	(6)	0	0	0	(6)	0	0	0	0	0	0	0	0	(6)	3.371	809	(76,0)	

¹ Since 2015, the prior-year figure has been adjusted to ensure comparability. The prior-year comparative is increased to account for any new acquisitions. Analogously, divestitures reduce the prior-year figure.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

	Note	Mar. 31 2016 millions of €	Jun. 30 2016 millions of €	Sep. 30 2016 millions of €	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
CURRENT ASSETS		25.453	24.518	23.891	26.638	27.663	3,8	8,7
Cash and cash equivalents		7.332	7.207	7.527	7.747	9.542	23,2	30,1
Trade and other receivables		8.894	8.825	8.607	9.362	9.093	(2,9)	2,2
Current recoverable income taxes		136	159	105	218	192	(11,9)	41,2
Other financial assets		4.829	4.172	4.194	5.713	4.907	(14,1)	1,6
Inventories		1.998	1.890	1.599	1.629	1.646	1,0	(17,6)
Current and non-current assets and disposal groups held for sale		409	463	250	372	148	(60,2)	(63,8)
Other assets		1.855	1.802	1.609	1.597	2.136	33,8	15,1
NON-CURRENT ASSETS		118.152	118.948	119.226	121.847	120.961	(0,7)	2,4
Intangible assets		57.384	58.269	58.951	60.599	60.269	(0,5)	5,0
Property, plant and equipment		44.442	44.901	45.148	46.758	46.788	0,1	5,3
Investments accounted for using the equity method		811	782	782	725	722	(0,4)	(11,0)
Other financial assets		9.877	9.218	8.583	7.886	6.971	(11,6)	(29,4)
Deferred tax assets		5.119	5.208	5.136	5.210	5.477	5,1	7,0
Other assets		519	570	626	669	733	9,6	41,2
TOTAL ASSETS		143.605	143.466	143.117	148.485	148.624	0,1	3,5

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Mar. 31 2016 millions of €	Jun. 30 2016 millions of €	Sep. 30 2016 millions of €	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
LIABILITIES		105.161	106.498	105.496	109.640	108.806	(0,8)	3,5
CURRENT LIABILITIES		32.211	30.286	26.010	33.126	32.375	(2,3)	0,5
Financial liabilities		13.876	12.570	8.959	14.422	14.871	3,1	7,2
Trade and other payables		9.867	9.442	8.893	10.441	8.983	(14,0)	(9,0)
Income tax liabilities		260	203	247	222	238	7,2	(8,5)
Other provisions		3.227	2.852	2.850	3.068	3.076	0,3	(4,7)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	90	99	194	133	(31,4)	n.a.
Other liabilities		4.981	5.129	4.962	4.779	5.075	6,2	1,9
NON-CURRENT LIABILITIES		72.950	76.212	79.486	76.514	76.431	(0,1)	4,8
Financial liabilities		48.185	50.361	53.349	50.228	50.402	0,3	4,6
Provisions for pensions and other employee benefits		8.369	8.818	9.091	8.451	8.293	(1,9)	(0,9)
Other provisions		3.027	3.155	3.189	3.320	3.285	(1,1)	8,5
Deferred tax liabilities		9.342	9.529	9.514	10.007	10.025	0,2	7,3
Other liabilities		4.027	4.349	4.343	4.508	4.427	(1,8)	9,9
SHAREHOLDERS' EQUITY		38.444	36.968	37.621	38.845	39.818	2,5	3,6
Issued capital		11.793	11.973	11.973	11.973	11.973	0,0	1,5
Capital reserves		52.399	53.288	53.348	53.356	53.349	(0,0)	1,8
Retained earnings incl. carryforwards		(36.187)	(39.007)	(39.174)	(38.727)	(35.971)	7,1	0,6
Total other comprehensive income		(1.470)	(1.958)	(2.459)	78	145	85,9	n.a.
Net profit (loss)		3.125	3.746	4.799	2.675	747	(72,1)	(76,1)
Treasury shares		(51)	(50)	(50)	(50)	(50)	0,0	2,0
Non-controlling interests		8.835	8.976	9.184	9.540	9.625	0,9	8,9
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		143.605	143.466	143.117	148.485	148.624	0,1	3,5

DT GROUP

PROVISIONS FOR PENSIONS

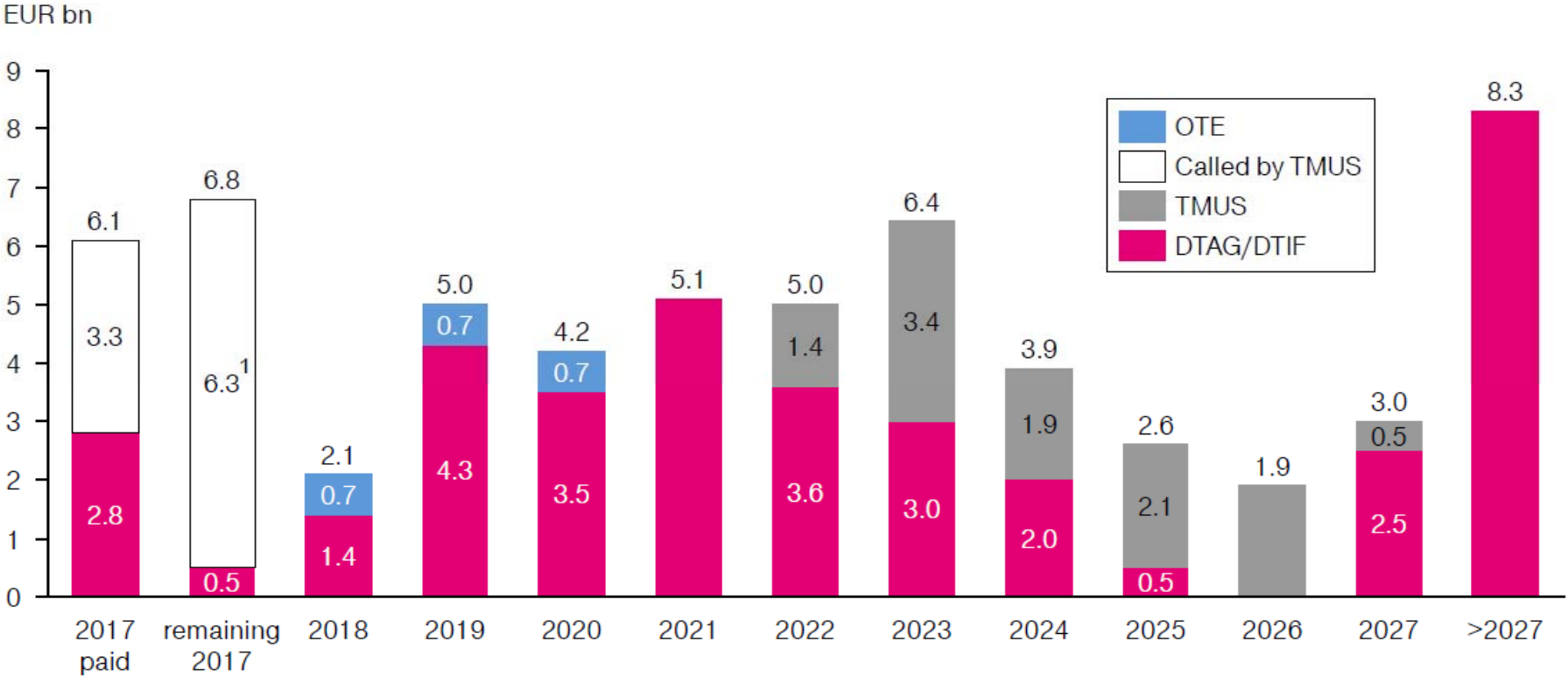
		2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	11.427	10.753	10.940	8.965	8.973
Plan assets		(2.990)	(2.744)	(2.498)	(1.973)	(1.680)
Others		14	19	23	14	19
Provision in balance sheet		8.451	8.028	8.465	7.006	7.312
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)						
		396	442	445	388	511
thereof included in EBITDA		230	285	220	160	197
thereof included in financial result		166	157	225	228	313
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)		264	276	266	269	768
2) benefits paid through plan assets	2	32	31	30	42	45
3) benefits paid through provision (included in cash flow from operations)		375	386	298	366	375
cash payments included in cash flow statement = 1) + 3)		639	662	564	635	1.143
cash payments included in free cash flow = 3)		375	386	298	366	375
CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)						
End of 2015		10.753				
pension costs included in P&L		451				
benefits paid		(375)				
actuarial losses/gains	3	698				
F/X		(24)				
Others		(76)				
End of 2016		11.427				

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

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

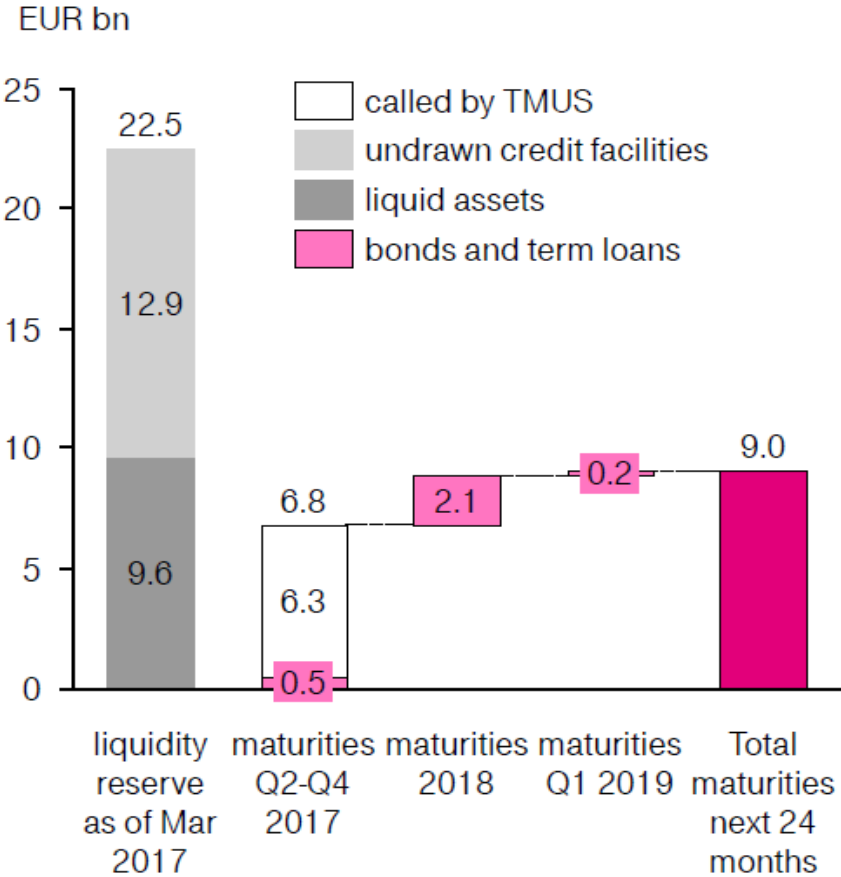
3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity.

WELL-BALANCED MATURITY PROFILE AS OF MARCH 31, 2017



¹settled in April 2017

STRONG LIQUIDITY PROFILE AS OF MARCH 31, 2017



- EUR 12.9 bn firm bilateral lines available
 - unconditionally committed
 - no MAC clauses
 - diversified: 22 banks
 - 3 year tenor, staggered maturities

- CPs outstanding EUR 0.0 bn
- residual amount EUR 12.9 bn
- Maturities of next 24 months covered

DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

DT's funding support as of March 31st 2017

- USD 5.6bn unsecured HY bonds (disbursed)
- USD 4.0bn unsecured HY bond purchase commitment (to be disbursed in May 2017)
- USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (undrawn)
- USD 4.0bn secured term loan (disbursed)
- USD 1.0bn unsecured HY bond purchase commitment (to be disbursed 50/50% in April and September 2017)

USD 17.1bn total inter-company financing, thereof 5.5bn secured

Positive credit implications

- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

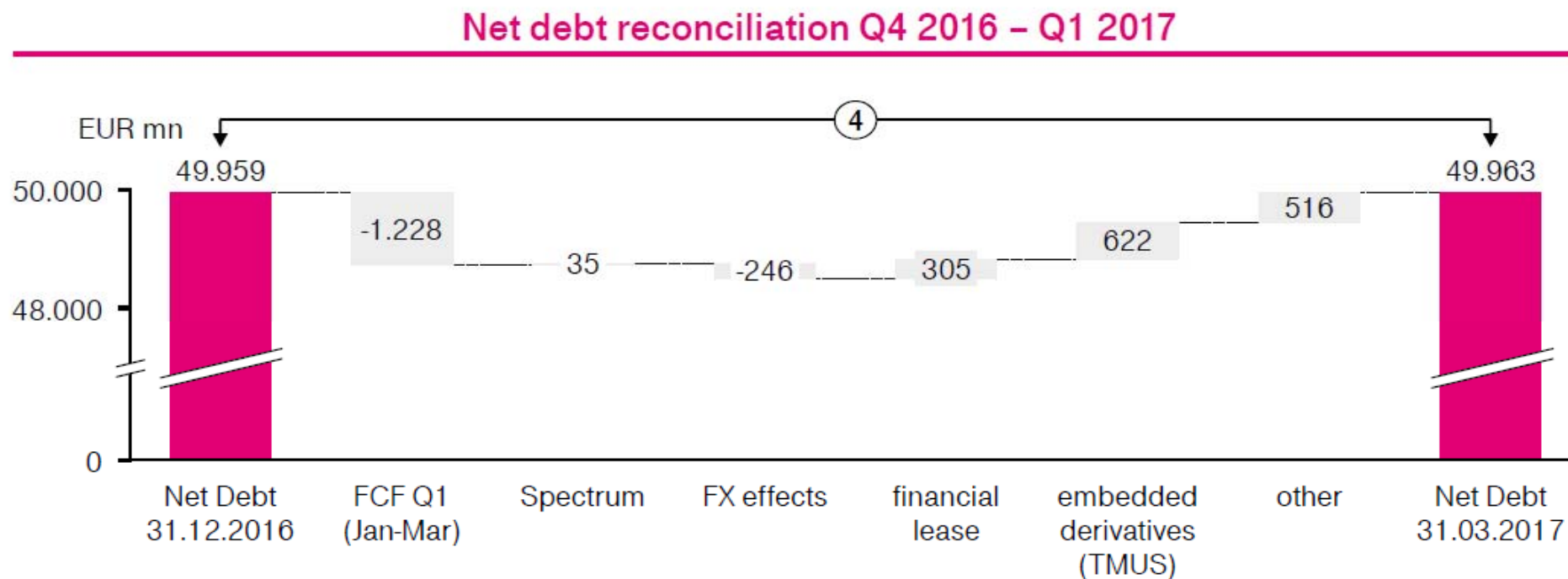
GROUP

NET DEBT

	Note	Mar. 31, 2016 millions of €	Jun. 30, 2016 millions of €	Sep. 30, 2016 millions of €	Dec. 31, 2016 millions of €	Mar. 31, 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		48.677	49.707	49.014	50.090	52.791	5,4	8,5
Other financial liabilities		11.856	11.112	11.673	12.576	10.860	(13,6)	(8,4)
GROSS DEBT		60.533	60.819	60.687	62.666	63.651	1,6	5,2
Cash and cash equivalents		7.332	7.207	7.527	7.747	9.542	23,2	30,1
Available-for-sale/held-for-trading financial assets		2.666	99	99	10	7	(30,0)	n.a.
Other financial assets		2.932	4.821	4.577	4.950	4.139	(16,4)	41,2
NET DEBT		47.603	48.692	48.484	49.959	49.963	0,0	5,0

GROUP

Net Debt Development Q1 2017



DT GROUP

CASH CAPEX

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
CASH CAPEX								
Germany		873	885	1.045	1.228	4.031	1.005	15,1
United States		1.756	1.251	1.671	1.177	5.855	1.442	(17,9)
Europe		940	371	876	413	2.600	475	(49,5)
Systems Solutions		78	96	85	143	402	86	10,3
Group Development		93	40	69	69	271	81	(12,9)
Group Headquarters & Group Services		227	207	222	279	936	242	6,6
Reconciliation		(71)	(147)	(84)	(153)	(455)	(51)	(28,2)
GROUP	1	3.896	2.703	3.885	3.156	13.640	3.280	(15,8)
- thereof spectrum investment		1.065	39	1.146	432	2.682	35	(96,7)

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

DT GROUP

FREE CASH FLOW

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
Net profit (loss)		3.125	621	1.053	(2.124)	2.675	747	(76,1)
Profit (loss) attributable to non-controlling interests		252	65	169	(57)	429	62	(75,4)
PROFIT (LOSS) AFTER INCOME TAXES		3.377	686	1.222	(2.181)	3.104	809	(76,0)
Depreciation, amortization and impairment losses		3.142	3.151	3.178	3.909	13.380	3.191	1,6
Income tax expense/(benefit)		934	114	394	1	1.443	(78)	n.a.
Interest (income) and interest expenses		633	652	646	561	2.492	637	0,6
Other financial (income) expense		(417)	93	(107)	2.503	2.072	1.406	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(2)	1	1	53	53	(4)	(100,0)
(Profit) loss on the disposal of fully consolidated subsidiaries		(6)	(1)	0	0	(7)	(519)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method (EE)		(2.507)	(55)	12	(41)	(2.591)	0	n.a.
Other non-cash transactions		91	73	94	58	316	119	30,8
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(410)	11	(108)	12	(495)	(33)	92,0
Change in assets carried as working capital		(417)	251	410	(1.244)	(1.000)	358	n.a.
Change in provisions		(92)	(302)	(14)	174	(234)	(70)	23,9
Change in other liabilities carried as working capital		128	(320)	(580)	262	(510)	(531)	n.a.
Income taxes received (paid)		(132)	(135)	(113)	(147)	(527)	(80)	39,4
Dividends received		175	5	150	1	331	75	(57,1)
Net payments from entering into or canceling interest rate swaps		0	289	0	0	289	0	n.a.
CASH GENERATED FROM OPERATIONS		4.497	4.513	5.185	3.921	18.116	5.280	17,4
Interest received (paid)		(1.001)	(582)	(628)	(372)	(2.583)	(926)	7,5
NET CASH FROM OPERATING ACTIVITIES		3.496	3.931	4.557	3.549	15.533	4.355	24,6
Cash outflows for investments in (proceeds from disposal of)		(2.674)	(2.611)	(2.653)	(2.656)	(10.594)	(3.127)	(16,9)
Intangible assets		(1.707)	(824)	(1.862)	(1.209)	(5.602)	(718)	57,9
Property, plant and equipment		(2.032)	(1.826)	(1.937)	(1.879)	(7.674)	(2.444)	(20,3)
Spectrum investment		1.065	39	1.146	432	2.682	35	(96,7)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)		822	1.320	1.904	893	4.939	1.228	49,4

DT GROUP

PERSONNEL

AT REPORTING DATE	Note	Mar. 31	Jun. 30	Sep. 30	Dec. 31	Mar. 31 2017	Change compared to		Change compared to	
		2016	2016	2016	2016		prior quarter		prior year	
							abs.	%	abs.	%
Germany		68.506	67.594	66.677	65.452	64.973	(479)	(0,7)	(3.533)	(5,2)
United States		43.445	43.541	44.148	44.820	42.925	(1.895)	(4,2)	(520)	(1,2)
Europe		47.915	47.224	46.576	46.808	47.378	570	1,2	(537)	(1,1)
Systems Solutions		37.420	37.191	37.342	37.472	37.839	367	1,0	419	1,1
Group Development		2.763	2.734	2.708	2.572	2.549	(23)	(0,9)	(214)	(7,7)
Group Headquarters & Group Services		23.272	22.536	21.804	21.216	20.884	(332)	(1,6)	(2.388)	(10,3)
GROUP		223.320	220.821	219.254	218.341	216.548	(1.793)	(0,8)	(6.772)	(3,0)
of which: Domestic		110.063	108.266	106.620	104.662	104.231	(431)	(0,4)	(5.832)	(5,3)
of which: Civil servants (in Germany, with an active service relationship)		18.810	17.789	16.656	15.999	15.871	(128)	(0,8)	(2.939)	(15,6)
of which: International		113.258	112.555	112.634	113.679	112.317	(1.362)	(1,2)	(941)	(0,8)

AVERAGE	Note	Q1	Q2	Q3	Q4	Q1 2017	Change compared to	
		2016	2016	2016	2016		prior year	
Germany		68.614	67.680	66.800	66.009	65.040	(3.574)	(5,2)
United States		43.333	43.319	43.883	44.262	43.497	164	0,4
Europe		48.140	47.475	46.500	46.766	47.130	(1.010)	(2,1)
Systems Solutions		37.397	37.213	37.234	37.404	37.840	443	1,2
Group Development		2.758	2.749	2.713	2.594	2.599	(159)	(5,8)
Group Headquarters & Group Services		23.171	22.842	21.899	21.576	20.920	(2.251)	(9,7)
GROUP		223.413	221.278	219.029	218.610	217.026	(6.387)	(2,9)
of which: Domestic		110.076	108.703	106.785	105.607	104.342	(5.734)	(5,2)
of which: Civil servants (in Germany, with an active service relationship)		18.617	18.122	16.788	16.361	15.906	(2.711)	(14,6)
of which: International		113.337	112.575	112.244	113.003	112.684	(653)	(0,6)

EXCHANGE RATES

AVERAGE

	Q1 2016 1 €	Q2 2016 1 €	Q3 2016 1 €	Q4 2016 1 €	FY 2016 1 €	Q1 2017 1 €
US Dollar (USD)	1,10248	1,12935	1,11651	1,07782	1,10662	1,06469
British pound (GBP)	0,77064	0,78663	0,84983	0,86825	0,81965	0,86005
Czech korunas (CZK)	27,03853	27,03886	27,02924	27,02775	27,03349	27,02065
Croatian kunas (HRK)	7,61730	7,50410	7,49342	7,52327	7,53365	7,46718
Hungarian forints (HUF)	311,96814	313,28402	310,99477	309,38976	311,39281	309,09362
Macedonian Denar (MKD)	61,58257	61,61680	61,59835	61,57615	61,59350	61,56872
Polish Zloty (PLN)	4,36466	4,37031	4,33814	4,38094	4,36308	4,32077
Romanian leu (RON)	4,49187	4,49802	4,46495	4,50832	4,49035	4,52137

END OF PERIOD

	Mar. 31 2016 1 €	Jun. 30 2016 1 €	Sep. 30 2016 1 €	Dec. 31 2016 1 €	Mar. 31 2017 1 €
US Dollar (USD)	1,13880	1,11055	1,11640	1,05405	1,06830
British pound (GBP)	0,79120	0,82775	0,86160	0,85515	0,85580
Czech korunas (CZK)	27,05150	27,13050	27,02150	27,01943	27,02700
Croatian kunas (HRK)	7,52650	7,52885	7,52305	7,55583	7,43710
Hungarian forints (HUF)	313,94500	317,04500	309,86000	309,96987	307,89500
Macedonian Denar (MKD)	61,59500	61,58500	61,58000	61,57000	61,57000
Polish Zloty (PLN)	4,25760	4,43565	4,31830	4,41368	4,22070
Romanian leu (RON)	4,47140	4,52390	4,45380	4,54055	4,55275

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

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GERMANY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE	1	5.385	5.348	5.485	5.565	21.784	5.397	0,2
NET REVENUE	1	5.062	5.010	5.134	5.210	20.415	5.069	0,1
EBITDA		2.052	2.078	2.095	2.013	8.237	2.070	0,9
EBITDA margin (EBITDA / total revenue)	%	38,1	38,9	38,2	36,2	37,8	38,4	0,3p
Depreciation, amortization and impairment losses		(921)	(934)	(912)	(937)	(3.703)	(935)	(1,5)
Profit (loss) from operations = EBIT		1.131	1.144	1.183	1.076	4.534	1.135	0,4
CASH CAPEX		873	885	1.045	1.228	4.031	1.005	15,1
CASH CONTRIBUTION		1.179	1.193	1.050	785	4.206	1.065	(9,7)

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		5.385	5.338	5.485	5.565	21.774	5.397	0,2
NET REVENUE		5.062	5.000	5.134	5.210	20.405	5.069	0,1
EBITDA		1.894	1.699	1.972	1.763	7.327	2.021	6,7
EBITDA margin (EBITDA / total revenue)	%	35,2	31,8	36,0	31,7	33,7	37,4	2,2p
Depreciation, amortization and impairment losses		(921)	(934)	(912)	(937)	(3.703)	(935)	(1,5)
Profit (loss) from operations = EBIT		973	765	1.060	826	3.624	1.086	11,6
CASH CAPEX		873	885	1.045	1.228	4.031	1.005	15,1
CASH CONTRIBUTION		1.021	814	927	535	3.296	1.016	(0,5)

1 Q2/16 Special factors related to settlement agreements.

GERMANY

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		5.385	5.338	5.485	5.565	21.774	5.397	0,2
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)	1	5.385	5.348	5.485	5.565	21.784	5.397	0,2
Profit (loss) from operations = EBIT		973	765	1.060	826	3.624	1.086	11,6
- Depreciation, amortization and impairment losses		(921)	(934)	(912)	(937)	(3.703)	(935)	(1,5)
= EBITDA		1.894	1.699	1.972	1.763	7.327	2.021	6,7
EBITDA margin	%	35,2	31,8	36,0	31,7	33,7	37,4	2,2p
- Special factors affecting EBITDA		(158)	(379)	(123)	(250)	(910)	(49)	69,0
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		2.052	2.078	2.095	2.013	8.237	2.070	0,9
EBITDA margin (adjusted for special factors)	%	38,1	38,9	38,2	36,2	37,8	38,4	0,3p

SPECIAL FACTORS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EFFECTS ON EBITDA		(158)	(379)	(123)	(250)	(910)	(49)	69,0
- of which personnel		(144)	(355)	(117)	(238)	(854)	(37)	74,3
- of which other		(14)	(24)	(6)	(12)	(56)	(12)	14,3
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(158)	(379)	(123)	(250)	(910)	(49)	69,0
- of which personnel		(144)	(355)	(117)	(238)	(854)	(37)	74,3
- of which other		(14)	(24)	(6)	(12)	(56)	(12)	14,3

1 Q2/16 Special factors related to settlement agreements.

GERMANY

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Change %
GERMANY							
ACCESS LINES							
Fixed network	(⁰⁰⁰) 1	20.093	19.971	19.873	19.786	19.648	(2,2)
retail IP-based	(⁰⁰⁰) 1	7.470	7.958	8.435	9.042	9.801	31,2
Broadband	(⁰⁰⁰) 1	12.706	12.770	12.835	12.922	12.989	2,2
Fiber	(⁰⁰⁰) 1,2	3.286	3.577	3.857	4.250	4.693	42,8
TV (incl. IPTV, SAT)	(⁰⁰⁰) 1	2.736	2.777	2.818	2.879	2.955	8,0
ULLs	(⁰⁰⁰) 1	7.867	7.648	7.431	7.195	6.952	(11,6)
Wholesale bundled	(⁰⁰⁰) 1	206	192	179	165	148	(28,2)
Wholesale unbundled	(⁰⁰⁰) 1	3.319	3.621	3.905	4.212	4.554	37,2
Fiber	(⁰⁰⁰)	1.741	2.028	2.274	2.555	2.887	65,8
MOBILE CUSTOMERS	3						
Total	(⁰⁰⁰)	40.643	41.138	41.461	41.849	42.114	3,6
- contract	(⁰⁰⁰)	23.940	24.096	24.705	25.219	25.270	5,6
- prepaid	(⁰⁰⁰)	16.703	17.042	16.756	16.630	16.844	0,8

1 Figures do not add up.

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

3 As of 1. January 2017 business customers are effected by two adjustments. At contract, customers are now shown without test cards (minus 41k) and at prepaid, there has been a system integration (plus 180k). Prior year figures have not been adjusted accordingly.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
GERMANY		5.385	5.338	5.485	5.565	21.774	5.397	0,2
FIXED NETWORK CORE BUSINESS		2.411	2.420	2.394	2.434	9.659	2.392	(0,8)
of which Fixed Revenues		1.755	1.753	1.745	1.739	6.992	1.734	(1,2)
Voice only revenues		459	450	439	429	1.776	420	(8,5)
Broadband revenues		993	995	994	993	3.976	986	(0,7)
TV revenues		303	308	312	317	1.240	328	8,3
of which Variable Revenues		226	225	216	213	880	198	(12,4)
of which Revenues from add-on options		51	49	48	48	196	46	(9,8)
thereof revenues from voice centric options		17	16	15	14	62	14	(17,6)
thereof revenues from broadband centric options		17	17	16	16	66	16	(5,9)
thereof revenues from TV centric options		17	17	17	17	68	17	0,0
of which Revenues from devices (fixed line)		117	115	121	124	478	127	8,5
thereof revenues from sale of devices and accessories (Fixed line)		32	29	33	33	127	32	0,0
MOBILE COMMUNICATIONS		1.941	1.887	2.054	2.072	7.955	1.972	1,6
of which Service Revenues		1.649	1.656	1.697	1.667	6.669	1.635	(0,8)
WHOLESALE SERVICES FIXED NETWORK	1	848	855	850	855	3.407	848	0,0
of which access full ULL		265	258	246	238	1.007	231	(12,8)
of which bundled and unbundled access line		199	239	226	239	903	257	29,1
ONLINE CONSUMER SERVICES		0	0	0	0	0	0	n.a.
VALUE-ADDED SERVICES		53	50	49	52	205	49	(7,5)
OTHERS	1	133	126	137	151	546	136	2,3

REVENUE SPLIT - SEGMENTS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
GERMANY		5.385	5.338	5.485	5.565	21.774	5.397	0,2
Consumer		2.922	2.863	2.967	2.988	11.739	2.918	(0,1)
Business customers		1.447	1.451	1.489	1.537	5.923	1.465	1,2
Wholesale	1	930	941	933	938	3.742	926	(0,4)
Others	1	86	83	96	102	370	88	2,3

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

GERMANY

MOBILE COMMUNICATIONS KPIS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
AVERAGE MONTHLY CHURN	(%)	1,6	1,4	1,6	1,7	1,6	1,7	0,1p
- contract	(%)	1,5	1,7	1,4	1,6	1,6	1,9	0,4p
SAC PER GROSS ADD	(€)	82	76	73	81	78	73	(11,0)
- contract	(€)	124	109	96	112	110	97	(21,8)
- prepaid	(€)	14	13	17	14	15	26	85,7
SRC PER RETAINED CUSTOMER	(€)	252	302	238	275	266	254	0,8
ARPU	(€)	14	14	14	13	14	13	(7,1)
- contract	(€)	21	21	21	20	21	20	(4,8)
- prepaid	(€)	3	3	3	3	3	3	0,0
MOU PER CUSTOMER	(min)	88	90	89	88	89	89	(20,5)
- contract	(min)	138	141	140	137	139	138	(25,5)

GERMANY

Magenta Mobil

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

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

² up to two MultiSIM bookable.

GERMANY

Magenta Mobil Premium

Premium PLANS IN €	L PREMIUM	L Plus PREMIUM	XL PREMIUM
Monthly charge (with top handset)	84.95	109.95	199,95
handset upgrade period	12 months	12 months	12 months
Voice and SMS ¹	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	6 GB	10 GB	flat
- Data Network	3G/LTE	3G/LTE	3G/LTE
Streaming	StreamOn Music & Video	StreamOn Music & Video	n.r.
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) ²	—	100	flat
International SMS (pieces)	—	100	flat
HotSpot Flatrate	free	free	free
MultiSim	—	free ³	free ³
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU Plus)
Fixed line number	—	free	—
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

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

2 EU and Country Group 2

3 up to two MultiSIM bookable.

4 incl. 50 MB.

GERMANY

Mobile Options

StreamOn	StreamOn Music	StreamOn Music & Video	MagentaEINS StreamOn Music & Video Max
Monthly charge	0	0	0
Description	Music Streaming zero-rating for connected partners	Music & Video Streaming zero-rating for connected partners, mobile optimized	Music & Video Streaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil M Friends / FamilyCard M	Starting with MagentaMobil L /MagentaMobil L Friends / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Friends / FamilyCard M
INTERNATIONAL OPTIONS IN €	ALL INCLUSIVE (ROAMING)	INTERNATIONAL 100 or 400	INTERNATIONAL SMS 100
Monthly charge	5.00	9.95 or 29.95	9.95
Description	Use your flat (voice, SMS & data) tarif in Europe	100 or 400 min. mobile and fixed Network to european countries.	100 SMS to EU
VOICE OPTIONS IN €	FAMILY	FIXED LINE NUMBER	
Monthly charge	4.95	4.95	
Description	free calls between 4 mobil numbers (onnet) and to one fixed line number.	fixed line number and call forwarding from this number.	
ADDITIONAL DATA VOLUME OPTIONS IN €	Data S	Data M	Data L
Monthly charge	9.95	14.95	24.95
Additional Data Volume (per month)	1 GB	2GB	5GB
OTHER OPTIONS IN €	MULTISIM	DayFlat unlimited	
Monthly charge	4.95	4.95	
Description	up to two MultiSIM bookable.	Data Full Flat for 24h	
ADDITIONAL DATA PACKAGES IN €	MultiData S	MultiData M	MultiData L
Monthly charge	10€	15€	25€
Additional Data Volume (per month)	1 GB	2GB	5GB
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable

GERMANY

DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

DOUBLE PLAY VIA WIRELESS¹ IN €	S	M	L
Monthly Charge ²	34.95 ³	39.95 ⁴	49.95 ⁵
Data Speed (Mbit/s)	16 Mbit/s	50 Mbit/s	100 Mbit/s
Data Volume until Speed Step Down (SSD)	10 GB	15 GB	30 GB
Voice minutes	€ Cent/Minute		
fixed net national	flat		
international	from 2.9		
fixed to mobile	19.0		
Options			
Speed On	€14.95 per 10GB	€14.95 per 15GB	€14.95 per 30GB
fixed to mobile	12.9 cents/minute, minimum charge €4 per month		
mobile flat	to Telekom Mobile €14.95 per month		
CountryFlat 1	€3.95 per month		
CountryFlat 2	€14.95 per month		
Mail & Cloud M	€4.95 per month		
Security Package M	€3.95 per month		

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. Regular price €69.95

For general conditions and further details, please see www.telekom.de. All prices in € including VAT.

GERMANY

MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS ¹	ZUHAUSE S ¹	ZUHAUSE M ¹	ZUHAUSE L ¹
	29.95	34.95 ²	39.95 ²	44.95 ²
	16 Mbit/s bandwidth flat rate Internet usage	16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth ⁵ flat rate Internet usage flat rate voice usage
ENTERTAIN				
START TV	—		2.00 ³	
ENTERTAIN TV	—		10.00 ^{3,4}	
ENTERTAIN COMFORT SAT	—		10.00 ^{3,4}	
ENTERTAIN TV PLUS	—		15.00 ^{3,4}	
ENTERTAIN SAT	—	5.00 ²		—
CITY, DLD			CENT/MINUTE	
Peak/Off peak	2.9 ct		0 ct	
international			from 2.9 ct	
fixed to mobile			19.0 ct	
CALLING PLANS				
fixed to mobile			12.9 ct/minute, 4.00 monthly minimum charge	
fixed to T-Mobile flatrate			14.95	
fixed to mobile flatrate			19.95	
CountryFlat 1			3.94	
CountryFlat 2			14.95	
Set-up			69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L); -€5.00 for the first 12 months in combination with Entertain Sat

3 Additional (footnote 2) promotional price for new broadband customers: -€5.00 for the first 24 months (ZUHAUSE S) / ongoing (ZUHAUSE M&L); Start TV for free for the first 12 months

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

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

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

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

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

GERMANY

MAGENTA ZUHAUSE HYBRID

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

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

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

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

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

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

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

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

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

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

GERMANY

SINGLE PLAY

SINGLE PLAY IN €	CALL START ¹	CALL BASIC ^{1,2}	CALL COMFORT ¹
	20.95	20.95	30.95
	Standard, voice usage per minute	Standard, voice usage per minute, up to 120 minutes included within Germany	Standard, voice flat rate within Germany
CITY, CDL	€ CENT/MINUTE		
Peak/Off peak		2.9	flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 3.94 per month	
CountryFlat 2		€14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge €4 per month	
fixed to T-Mobile flatrate		€14.95 per month	
fixed to mobile flatrate		€19.95 per month	
Set-up		69.95 (non-recurring charge)	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.

GERMANY

MAGENTA EINS

Valid from 19th of

MAGENTA EINS ¹ IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	39.90 ²	59.85 ²	74.85 ²
Fixed Line	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks, including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany. 1 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 3 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany. 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV	"EntertainTV mobil" included without extra charge.	EntertainTV incl. HD Receiver 500 GB Memory, including more than 20 channels in HD quality. "EntertainTV mobil" included without extra charge.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including more than 45 channels in HD quality. "EntertainTV mobil" included without extra charge.
MagentaEINS StreamOn Music&Video Max Set-up		Music &Video Streaming zero-rating for connected partners, high resolution	Music &Video Streaming zero-rating for connected partners, high resolution
Duration of contract	Service fee of 69,95€ for new fixed line & 29,95€ for new mobile contract.		
Handsets, options, calling plans, etc.	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
	Available based on comparable mobile and fixed line stand-alone offers.		

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

2 Promotional price in the first 12 months for new customers; Regular price € 59.90 (S), €84.85 (M) and €104,85 (L). Prices might vary in online channel due to special online discounts.

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

More MagentaEINS convergent Bundles including existing customers' tariffs available.

For general terms & conditions and further details, please visit: www.telekom.de. All prices in€ and include VAT.

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW ¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW ¹
Local	0.24	0.10	0.24	0.10
Single transit	0.26	0.10	0.26	0.10
Double transit national	0.26	0.10	0.26	0.10
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW ¹	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW ¹
Local	0.24	0.23	0.24	0.23
Single transit	0.35	0.23	0.35	0.23
Double transit national	0.41	0.23	0.41	0.23
FULLY UNBUNDLED ("ULL")	OLD	NEW		
One time fee	29.78 ²	27.11 ³		
Monthly fee	10.19 ⁴	10.02 ⁵		
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD	NEW		
One time fee	34.13 ¹¹	34.23 ¹²		
Monthly fee	1.68 ⁶	1.78 ⁷		
IP-BSA ADSL SHARED (CLASSIC)	OLD	NEW		
One time fee	--	44.87 ^{8,9}		
Monthly fee	--	8.12 ^{8,9}		
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD	NEW		
One time fee	--	47.68 ^{8,9}		
Monthly fee	--	18.20 ^{8,9}		
IP-BSA VDSL (until 50 Mbit/s) ¹⁰ STAND ALONE (CLASSIC)	OLD (IN €)	NEW (IN €)		
One time fee	--	46.43 ^{8,9}		
Monthly fee	--	25.32 ^{8,9}		

- 1 Prices are valid from Jan. 01, 2017 to Dec. 31, 2018.
2 Depending on complexity - valid to Sep. 30, 2016.
3 Depending on complexity - valid to Sep. 30, 2018.
4 Twisted pair copper access line valid to Jun. 30, 2016.
5 Twisted pair copper access line valid to Jun. 30, 2019.
6 valid to Jun. 30, 2014.
7 valid from Jul. 01, 2014.
8 Since Dec. 01, 2010 these prices are ex post.
9 No price changes since Jul. 01, 2011 .
10 Monthly fee for VDSL Vectoring (over 50 to 100 Mbit/s): 29.52 €. Launch Aug. 01, 2014.
11 Depending on complexity - valid to Jun. 30, 2014.
12 Depending on complexity - valid from Jul. 01, 2014.

CONTENT

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UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		7.816	8.196	8.281	9.445	33.738	8.982	14,9
NET REVENUE		7.816	8.195	8.282	9.443	33.736	8.982	14,9
EBITDA	1	1.908	2.172	2.156	2.325	8.561	2.386	25,1
EBITDA margin (EBITDA / total revenues)	%	24,4	26,5	26,0	24,6	25,4	26,6	2,2p
Depreciation, amortization and impairment losses		(1.312)	(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(5,7)
Profit (loss) from operations = EBIT		596	870	841	972	3.279	999	67,6
CASH CAPEX	2	1.200	1.211	1.042	746	4.199	1.409	17,4
CASH CONTRIBUTION	2	708	961	1.114	1.579	4.362	977	38,0

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		7.816	8.196	8.281	9.445	33.738	8.982	14,9
NET REVENUE		7.816	8.195	8.282	9.443	33.736	8.982	14,9
EBITDA		2.268	2.123	2.241	2.335	8.967	2.390	5,4
EBITDA margin (EBITDA / total revenue)	%	29,0	25,9	27,1	24,7	26,6	26,6	(2,4p)
Depreciation, amortization and impairment losses		(1.312)	(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(5,7)
Profit (loss) from operations = EBIT		956	821	926	982	3.685	1.003	4,9
CASH CAPEX		1.756	1.251	1.671	1.177	5.855	1.442	(17,9)
CASH CONTRIBUTION		512	872	570	1.158	3.112	948	85,2

1 Excluding special factors affecting EBITDA of EUR (360mn) in Q1/16, EUR 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16 and EUR (4mn) in Q1/17.

2 Adjusted by excluding spectrum purchases of EUR 556mn in Q1/16, EUR 40mn in Q2/16, EUR 629mn in Q3/16, EUR 431mn in Q4/16 and EUR 33mn in Q1/17.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		7.816	8.196	8.281	9.445	33.738	8.982	14,9
Profit (loss) from operations = EBIT		956	821	926	982	3.685	1.003	4,9
- Depreciation, amortization and impairment losses		(1.312)	(1.302)	(1.315)	(1.353)	(5.282)	(1.387)	(5,7)
= EBITDA		2.268	2.123	2.241	2.335	8.967	2.390	5,4
EBITDA margin	%	29,0	25,9	27,1	24,7	26,6	26,6	(2,4p)
- Special factors affecting EBITDA		360	(49)	85	10	406	4	(98,9)
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	1.908	2.172	2.156	2.325	8.561	2.386	25,1
EBITDA margin (adjusted for special factors)	%	24,4	26,5	26,0	24,6	25,4	26,6	2,2p

SPECIAL FACTORS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €
EFFECTS ON EBITDA		360	(49)	85	10	406	4
- of which personnel		(7)	(2)	(1)	(1)	(11)	(1)
- of which other		367	(47)	86	11	417	5
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		360	(49)	85	10	406	4
- of which personnel		(7)	(2)	(1)	(1)	(11)	(1)
- of which other		367	(47)	86	11	417	5

1 Excluding special factors affecting EBITDA of EUR (360mn) in Q1/16, EUR 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16 and EUR (4mn) in Q1/17.

UNITED STATES ⁴

OPERATIONAL

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
CUSTOMERS (END OF PERIOD)	('000)	65.503	67.384	69.354	71.455	71.455	72.597	10,8
- Branded postpaid	('000)	32.736	33.626	33.230	34.427	34.427	35.341	8,0
- Branded prepay	('000)	18.438	18.914	19.272	19.813	19.813	20.199	9,6
- BRANDED	('000)	51.174	52.540	52.502	54.240	54.240	55.540	8,5
- WHOLESALE	('000)	14.329	14.844	16.852	17.215	17.215	17.057	19,0
NET ADDS	('000)	2.221	1.881	1.970	2.101	8.173	1.142	(48,6)
- Branded postpaid	('000)	1.041	890	969	1.197	4.097	914	(12,2)
- Branded prepay	('000)	807	476	684	541	2.508	386	(52,2)
- BRANDED	('000)	1.848	1.366	1.653	1.738	6.605	1.300	(29,7)
- WHOLESALE	('000)	373	515	317	363	1.568	(158)	n.a.
AVERAGE MONTHLY CHURN	(%)	3,0	3,0	3,2	3,3	3,1	3,1	0,1
- Branded postpaid	(%)	1,5	1,4	1,5	1,5	1,5	1,4	(0,1)
- Branded prepay	(%)	3,8	3,9	3,8	3,9	3,9	4,0	0,2
TOTAL REVENUES	(€ million)	7.816	8.196	8.281	9.445	33.738	8.982	14,9
Service revenue	(€ million)	1	5.870	5.982	6.258	24.712	6.783	15,6
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	1.908	2.172	2.156	8.561	2.386	25,1
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	24,4	26,5	26,0	24,6	25,4	26,6	2,2p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	32,5	36,3	34,5	35,2	34,6	35,2	2,7p
BLENDED ARPU	(€)	30	30	31	31	31	32	6,7
- Branded postpaid	(€)	40	39	40	42	40	42	5,0
- Branded prepay	(€)	34	33	34	35	34	36	5,9
NON-VOICE % OF ARPU	(%)	58	59	58	59	58	61	3,0p
CASH CAPEX	(€ million)	1.756	1.251	1.671	1.177	5.855	1.442	(17,9)
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	1.200	1.211	1.042	4.199	1.409	17,4
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	708	961	1.114	4.362	977	38,0

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

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

2 Excluding special factors affecting EBITDA of EUR (360mn) in Q1/16, EUR 49mn in Q2/16, EUR (85mn) in Q3/16, EUR (10mn) in Q4/16 and EUR (4mn) in Q1/17.

3 Adjusted by excluding spectrum purchases of EUR 556mn in Q1/16, EUR 40mn in Q2/16, EUR 629mn in Q3/16, EUR 431mn in Q4/16 and EUR 33mn in Q1/17.

4 On September 1, 2016 T-Mobile US sold its marketing rights to certain of T-Mobile US' existing co-branded customers to a current wholesale partner for a nominal consideration (the Wholesale Transaction).

Upon the sale, the transaction resulted in a transfer of 1,365 thousand branded postpaid customers and 326 thousand branded prepay customers to wholesale customers. Prospectively from September 1, 2016, net customer additions for these customers are included within wholesale customers. Ending customers as of September 30, 2016 reflect the transfer in connection with the transaction.

For plan details see:

<https://prepaid-phones.t-mobile.com/simple-choice-prepaid-plans>

<https://prepaid-phones.t-mobile.com/prepaid-monthly-plans>

<https://explore.t-mobile.com/t-mobile-one>

<https://www.metropcs.com/shop/plans>

UNITED STATES⁴

OPERATIONAL IN US-\$

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
CUSTOMERS (END OF PERIOD)	('000)	65.503	67.384	69.354	71.455	71.455	72.597	10,8
Branded postpaid	('000)	32.736	33.626	33.230	34.427	34.427	35.341	8,0
Branded prepay	('000)	18.438	18.914	19.272	19.813	19.813	20.199	9,6
- BRANDED	('000)	51.174	52.540	52.502	54.240	54.240	55.540	8,5
- WHOLESALE	('000)	14.329	14.844	16.852	17.215	17.215	17.057	19,0
NET ADDS	('000)	2.221	1.881	1.970	2.101	8.173	1.142	(48,6)
Branded postpaid	('000)	1.041	890	969	1.197	4.097	914	(12,2)
Branded prepay	('000)	807	476	684	541	2.508	386	(52,2)
- BRANDED	('000)	1.848	1.366	1.653	1.738	6.605	1.300	(29,7)
- WHOLESALE	('000)	373	515	317	363	1.568	(158)	n.a.
AVERAGE MONTHLY CHURN	(%)	3,0	3,0	3,2	3,3	3,1	3,1	0,1
- Branded postpaid	(%)	1,5	1,4	1,5	1,5	1,5	1,4	(0,1)
- Branded prepay	(%)	3,8	3,9	3,8	3,9	3,9	4,0	0,2
TOTAL REVENUES	(USD million)	8.619	9.256	9.244	10.175	37.294	9.563	11,0
Service revenue	(USD million)	1	6.472	6.756	6.985	27.328	7.221	11,6
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	2	2.104	2.453	2.502	9.465	2.540	20,7
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	24,4	26,5	26,0	24,6	25,4	26,6	2,2p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	32,5	36,3	34,4	35,2	34,6	35,2	2,7p
BLENDED ARPU	(USD)	34	34	34	34	34	34	0,0
- Branded postpaid	(USD)	44	44	45	45	44	45	2,3
- Branded prepay	(USD)	37	37	38	38	38	38	2,7
NON-VOICE % OF ARPU	(%)	58	59	58	59	58	61	3,0p
CASH CAPEX	(USD million)	1.933	1.413	1.867	1.275	6.488	1.534	(20,6)
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	1.322	1.368	1.161	4.663	1.498	13,3
CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	782	1.085	1.245	4.802	1.042	33,2

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

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

2 Excluding special factors affecting EBITDA of USD (400mn) in Q1/16, USD 56mn in Q2/16, USD (96mn) in Q3/16, USD (11mn) in Q4/16 and USD (5mn) in Q1/17.

3 Adjusted by excluding spectrum purchases of USD 611mn in Q1/16, USD 45mn in Q2/16, USD 706mn in Q3/16, USD 463mn in Q4/16 and USD 36mn in Q1/17.

4 On September 1, 2016 T-Mobile US sold its marketing rights to certain of T-Mobile US' existing co-branded customers to a current wholesale partner for a nominal consideration (the Wholesale Transaction).

Upon the sale, the transaction resulted in a transfer of 1,365 thousand branded postpaid customers and 326 thousand branded prepay customers to wholesale customers. Prospectively from September 1, 2016, net customer additions for these customers are included within wholesale customers. Ending customers as of September 30, 2016 reflect the transfer in connection with the transaction.

For US-GAAP numbers please visit investor.t-mobile.com to download the corresponding T-Mobile US earnings release.

For plan details see:

<https://prepaid-phones.t-mobile.com/simple-choice-prepaid-plans>

<https://prepaid-phones.t-mobile.com/prepaid-monthly-plans>

<https://explore.t-mobile.com/t-mobile-one>

<https://www.metropcs.com/shop/plans>

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EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		2.763	2.794	2.900	2.996	11.454	2.781	0,7
NET REVENUE		2.695	2.704	2.812	2.900	11.111	2.695	0,0
EBITDA	1	931	968	1.037	930	3.866	889	(4,5)
EBITDA margin (EBITDA / total revenue)	%	33,7	34,6	35,8	31,0	33,8	32,0	(1,7p)
Depreciation, amortization and impairment losses		(574)	(581)	(591)	(659)	(2.405)	(553)	3,7
Profit (loss) from operations = EBIT	2	358	387	446	271	1.461	336	(6,1)
CASH CAPEX	3	455	372	360	411	1.598	473	4,0
CASH CONTRIBUTION		476	596	677	519	2.268	416	(12,6)

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		2.763	2.794	2.900	2.996	11.454	2.781	0,7
NET REVENUE		2.695	2.704	2.812	2.900	11.111	2.695	0,0
EBITDA		909	955	1.015	894	3.773	877	(3,5)
EBITDA margin (EBITDA / total revenue)	%	32,9	34,2	35,0	29,8	32,9	31,5	(1,4p)
Depreciation, amortization and impairment losses		(574)	(581)	(591)	(843)	(2.589)	(553)	3,7
Profit (loss) from operations = EBIT		335	373	424	51	1.184	324	(3,3)
CASH CAPEX		940	371	876	413	2.600	475	(49,5)
CASH CONTRIBUTION		(31)	584	139	481	1.173	402	n.a.

1 Special factors affecting EBITDA: EUR 22mn in Q1/16, EUR 13mn in Q2/16, EUR 22mn in Q3/16, EUR 36mn in Q4/16 and EUR 12mn in Q1/17.

2 Special factors affecting EBIT: EUR 22mn in Q1/16 (thereof EUR 22mn resulting from EBITDA), EUR 13mn in Q2/16 (thereof EUR 13mn resulting from EBITDA), EUR 22mn in Q3/16 (thereof EUR 22mn resulting from EBITDA), 220mn in Q4/16 (thereof 36mn resulting from EBITDA) and EUR 12mn in Q1/17 (thereof EUR 12mn resulting from EBITDA).

3 EUR 485mn in Poland in Q1/16, EUR -1mn in Poland in Q2/16, EUR 462mn in Poland in Q3/16, EUR 27mn in Czech Republic in Q3/16, EUR 27mn in Montenegro in Q3/16, EUR 1mn in Poland in Q4/16, EUR 1mn in Greece in Q4/16, EUR 1mn in Montenegro in Q4/16 and EUR 2mn in Greece in Q1/17.

EUROPE

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		2.763	2.794	2.900	2.996	11.454	2.781	0,7
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		2.763	2.794	2.900	2.996	11.454	2.781	0,7
Profit (loss) from operations = EBIT		335	373	424	51	1.184	324	(3,3)
- Depreciation, amortization and impairment losses		(574)	(581)	(591)	(843)	(2.589)	(553)	3,7
= EBITDA		909	955	1.015	894	3.773	877	(3,5)
EBITDA margin	%	32,9	34,2	35,0	29,8	32,9	31,5	(1,4p)
- Special factors affecting EBITDA		(22)	(13)	(22)	(36)	(93)	(12)	45,5
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		931	968	1.037	930	3.866	889	(4,5)
EBITDA margin (adjusted for special factors)	%	33,7	34,6	35,8	31,0	33,8	32,0	(1,7p)

SPECIAL FACTORS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EFFECTS ON EBITDA		(22)	(13)	(22)	(36)	(93)	(12)	45,5
- of which personnel		(28)	(12)	(39)	(21)	(100)	(11)	60,7
- of which other		6	(1)	18	(15)	7	0	(100,0)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(22)	(13)	(22)	(220)	(277)	(12)	45,5
- of which personnel		(28)	(12)	(39)	(21)	(100)	(11)	60,7
- of which other		6	(1)	18	(199)	(177)	0	(100,0)

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		685	702	745	752	2.883	690	0,7
- of which Fixed network		449	459	479	503	1.890	471	4,9
- of which Mobile communications		277	291	319	307	1.194	274	(1,1)
EBITDA	1	266	268	300	286	1.120	266	0,0
- of which Fixed network		165	163	176	172	676	171	3,6
- of which Mobile communications		92	97	114	100	403	87	(5,4)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	38,8	38,2	40,3	38,0	38,8	38,6	(0,2p)
- of which Fixed network	%	36,7	35,5	36,7	34,2	35,8	36,3	(0,4p)
- of which Mobile communications	%	33,2	33,3	35,7	32,6	33,8	31,8	(1,4p)
CASH CAPEX (AS REPORTED)		87	99	94	95	375	102	17,2
- of which Fixed network		56	50	62	53	221	64	14,3
- of which Mobile communications		31	47	28	37	142	38	22,6
CASH CONTRIBUTION		179	169	206	191	745	164	(8,4)
- of which Fixed network		109	113	114	119	455	107	(1,8)
- of which Mobile communications		61	50	86	63	261	49	(19,7)

1 Special factors affecting EBITDA: EUR 4mn in Q1/16 EUR 1mn in Q2/16, EUR 17mn in Q3/16, EUR 7mn in Q4/16 and EUR 2mn in Q1/17.

GREECE

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	2.583	2.576	2.569	2.564	2.564	2.547	(1,4)
- IP	('000)	166	302	437	607	607	759	n.a.
Broadband Access Lines Retail	('000)	1.541	1.573	1.603	1.633	1.633	1.653	7,3
TV (IPTV, SAT, Cable)	('000)	456	457	476	497	497	499	9,4
Wholesale Bundled Access Lines	('000)	32	38	43	49	49	56	75,0
ULLs/Wholesale PSTN	('000)	2.062	2.063	2.061	2.091	2.091	2.108	2,2
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	222	234	258	230	944	218	(1,8)
CUSTOMERS	('000)	7.477	7.610	7.666	7.725	7.725	7.733	3,4
- contract	('000)	2.231	2.226	2.225	2.218	2.218	2.226	(0,2)
- prepaid	('000)	5.245	5.384	5.442	5.507	5.507	5.507	5,0
NET ADDS	('000)	77	133	56	58	326	8	(89,6)
- contract	('000)	(18)	(5)	(2)	(6)	(31)	8	n.a.
- prepaid	('000)	96	138	58	65	357	0	(100,0)
AVERAGE MONTHLY CHURN	(%)	1,6	1,6	2,0	1,8	1,7	1,7	0,1p
- contract	(%)	1,5	1,4	1,3	1,4	1,4	1,2	(0,3p)
SAC PER GROSS ADD	€	12	12	10	11	11	15	25,0
- contract	€	66	62	61	63	63	73	10,6
- prepaid	€	2	2	2	2	2	4	100,0
SRC PER RETAINED CUSTOMER	€	40	36	39	42	39	43	7,5
ARPU	€	10	10	11	10	10	9	(10,0)
- contract	€	23	25	27	24	25	23	0,0
- prepaid	€	4	4	5	4	4	4	0,0
NON-VOICE % OF ARPU	(%)	29	29	32	31	30	33	4p
MOU PER CUSTOMER	(min)	270	282	278	273	276	263	(2,6)
- contract	(min)	423	452	451	441	442	421	(0,5)

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		234	242	242	267	985	230	(1,7)
PRODUCT VIEW		234	242	242	267	985	230	(1,7)
- Fixed network		127	135	136	159	557	127	0,0
- Mobile communications		107	107	107	108	428	104	(2,8)
SEGMENT VIEW		234	242	242	267	985	230	(1,7)
- of which Consumer		154	152	152	152	608	144	(6,5)
- of which Business		51	56	54	81	240	49	(3,9)
EBITDA	1	39	37	53	46	175	37	(5,1)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	16,7	15,3	21,9	17,2	17,8	16,1	(0,6p)
CASH CAPEX (AS REPORTED)		33	29	30	24	117	48	45,5
CASH CONTRIBUTION		6	8	23	22	58	(11)	n.a.

1 Special factors affecting EBITDA: EUR 5mn in Q2/16 and EUR 1mn in Q3/16.

ROMANIA

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	2.055	2.029	1.998	1.969	1.969	1.937	(5,7)
- IP	('000)	409	437	467	493	493	520	27,1
Broadband Access Lines Retail	('000)	1.204	1.204	1.198	1.194	1.194	1.186	(1,5)
TV (IPTV, SAT, Cable)	('000)	1.449	1.461	1.461	1.464	1.464	1.457	0,6
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	81	81	83	80	326	78	(3,7)
CUSTOMERS	('000)	5.934	5.909	5.869	5.722	5.722	5.428	(8,5)
- contract	('000)	1.923	1.956	1.966	2.007	2.007	2.024	5,3
- prepaid	('000)	4.011	3.953	3.903	3.715	3.715	3.403	(15,2)
NET ADDS	('000)	(58)	(25)	(40)	(147)	(270)	(294)	n.a.
- contract	('000)	30	33	10	41	114	17	(43,3)
- prepaid	('000)	(88)	(58)	(50)	(188)	(384)	(312)	n.a.
AVERAGE MONTHLY CHURN	(%)	3,4	3,1	3,1	3,3	3,3	3,7	0,3p
- contract	(%)	1,7	1,5	1,5	1,6	1,6	1,8	0,1p
SAC PER GROSS ADD	€	11	8	6	10	9	10	(9,1)
- contract	€	43	35	27	34	35	27	(37,2)
- prepaid	€	1	0	1	1	1	1	0,0
SRC PER RETAINED CUSTOMER	€	13	20	22	11	16	12	(7,7)
ARPU	€	5	5	5	5	5	5	0,0
- contract	€	9	9	9	9	9	8	(11,1)
- prepaid	€	3	3	3	2	3	3	0,0
NON-VOICE % OF ARPU	(%)	29	29	30	31	30	31	2p
MOU PER CUSTOMER	(min)	303	292	281	284	290	286	(5,6)
- contract	(min)	434	428	409	415	421	402	(7,4)

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		403	408	415	447	1.673	415	3,0
PRODUCT VIEW		403	408	415	447	1.673	415	3,0
- Fixed network		195	187	187	217	787	198	1,5
- Mobile communications		209	220	227	229	885	217	3,8
SEGMENT VIEW		403	408	415	447	1.673	415	3,0
- of which Consumer		227	235	238	247	948	239	5,3
- of which Business		139	134	138	166	577	143	2,9
EBITDA	1	126	144	145	124	539	109	(13,5)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	31,3	35,3	34,9	27,7	32,2	26,3	(5,0p)
CASH CAPEX (AS REPORTED)		71	66	61	81	279	69	(2,8)
CASH CONTRIBUTION		55	78	84	43	260	40	(27,3)

1 Special factors affecting EBITDA: EUR -6mn in Q1/16, EUR 3mn in Q4/16 and EUR 2mn in Q1/17.

HUNGARY

OPERATIONALS¹

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	1.659	1.655	1.650	1.629	1.629	1.630	(1,7)
- IP	('000)	1.331	1.428	1.506	1.583	1.583	1.587	19,2
Broadband Access Lines Retail	('000)	996	1.003	1.014	1.011	1.011	1.026	3,0
TV (IPTV, SAT, Cable)	('000)	964	971	979	969	969	985	2,2
Wholesale Bundled Access Lines	('000)	15	16	15	14	14	13	(13,3)
ULLs/Wholesale PSTN	('000)	9	9	8	7	7	6	(33,3)
Wholesale Unbundled Access Lines	('000)	13	12	12	12	12	11	(15,4)
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	173	176	179	177	706	175	1,2
CUSTOMERS	('000)	5.372	5.344	5.301	5.332	5.332	5.304	(1,3)
- contract	('000)	3.100	3.110	3.122	3.155	3.155	3.188	2,8
- prepaid	('000)	2.271	2.234	2.179	2.177	2.177	2.116	(6,8)
NET ADDS	('000)	(132)	(27)	(43)	31	(172)	(28)	78,8
- contract	('000)	(2)	10	12	33	52	33	n.a.
- prepaid	('000)	(130)	(37)	(55)	(2)	(224)	(61)	53,1
AVERAGE MONTHLY CHURN	(%)	1,8	1,4	1,6	1,3	1,6	1,3	(0,5p)
- contract	(%)	1,0	0,8	0,8	0,8	0,8	0,7	(0,3p)
SAC PER GROSS ADD	€	19	20	18	21	19	25	31,6
- contract	€	40	45	44	46	44	44	10,0
- prepaid	€	3	6	5	6	5	5	66,7
SRC PER RETAINED CUSTOMER	€	55	56	57	64	59	68	23,6
ARPU	€	11	11	11	11	11	11	0,0
- contract	€	16	16	16	16	16	16	0,0
- prepaid	€	3	4	4	4	4	3	0,0
NON-VOICE % OF ARPU	(%)	33	33	34	35	34	36	3p
MOU PER CUSTOMER	(min)	186	201	199	200	197	201	8,1
- contract	(min)	288	309	298	304	300	300	4,2

¹ The Q4/17 numbers are including 19k disconnections in BB and 22k disconnections in TV.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		378	344	373	394	1.488	364	(3,7)
PRODUCT VIEW		378	344	373	394	1.488	364	(3,7)
- Fixed network		23	24	25	25	99	25	8,7
- Mobile communications		354	319	347	368	1.388	339	(4,2)
SEGMENT VIEW		378	344	373	394	1.488	364	(3,7)
- of which Consumer		196	197	201	217	812	206	5,1
- of which Business		124	126	129	138	516	122	(1,6)
EBITDA	1	120	100	125	136	482	100	(16,7)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	31,7	29,1	33,5	34,5	32,4	27,5	(4,2p)
CASH CAPEX (AS REPORTED)		546	34	493	70	1.143	76	(86,1)
CASH CONTRIBUTION		(426)	66	(368)	66	(661)	24	n.a.

1 Special factors affecting EBITDA: EUR 14mn in Q1/16, EUR 1mn in Q3/16, EUR 4mn in Q4/16 and EUR 1mn in Q1/17.

POLAND

OPERATIONALS^{1,2}

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %	
FIXED NETWORK (END OF PERIOD)									
Fixed network Access Lines	('000)	2	18	18	20	20	33	83,3	
- IP	('000)		2	2	2	2	2	0,0	
Broadband Access Lines Retail	('000)	2	10	10	10	10	20	100,0	
TV (IPTV, SAT, Cable)	('000)		0	0	0	0	0	n.a.	
Wholesale Bundled Access Lines	('000)		0	0	0	0	0	n.a.	
ULLs/Wholesale PSTN	('000)		0	0	0	0	0	n.a.	
Wholesale Unbundled Access Lines	('000)		6	5	5	5	0	(100,0)	
MOBILE COMMUNICATIONS (END OF PERIOD)									
Service revenue	(€)		244	220	235	246	945	217	(11,1)
CUSTOMERS	('000)		11.821	11.635	11.221	10.634	10.634	10.229	(13,5)
- contract	('000)		6.518	6.516	6.541	6.612	6.612	6.696	2,7
- prepaid	('000)	1	5.303	5.119	4.680	4.022	4.022	3.533	(33,4)
NET ADDS	('000)		(235)	(186)	(414)	(587)	(1.422)	(405)	(72,3)
- contract	('000)		(50)	(3)	25	70	43	84	n.a.
- prepaid	('000)		(184)	(183)	(440)	(657)	(1.465)	(489)	n.a.
AVERAGE MONTHLY CHURN	(%)		3,4	3,3	3,2	3,4	3,3	3,2	(0,2p)
- contract	(%)		1,2	1,1	1,2	1,4	1,2	1,3	0,1p
SAC PER GROSS ADD	€		7	6	6	10	7	7	0,0
- contract	€		31	27	16	15	21	12	(61,3)
- prepaid	€		2	1	1	4	2	2	0,0
SRC PER RETAINED CUSTOMER	€		1	0	(1)	13	4	(3)	n.a.
ARPU	€		7	6	7	8	7	7	0,0
- contract	€		10	9	10	11	10	10	0,0
- prepaid	€		2	2	2	2	2	2	0,0
NON-VOICE % OF ARPU	(%)		39	46	42	42	42	47	8p
MOU PER CUSTOMER	(min)		204	213	215	232	216	246	20,6
- contract	(min)		325	334	327	338	331	340	4,6

1 In Q1/17 the number of prepaid customers has been influenced by the Prepaid Registration which ended in January 2017.

2 From Q1/17 reporting has been amended to cover additional local GTS accesses

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		229	234	239	258	959	237	3,5
PRODUCT VIEW		229	234	239	258	959	237	3,5
- Fixed network		51	51	52	66	220	54	5,9
- Mobile communications		178	182	187	192	739	182	2,2
SEGMENT VIEW		229	234	239	258	959	237	3,5
- of which Consumer		113	117	120	124	474	117	3,5
- of which Business		103	105	106	119	433	104	1,0
EBITDA	1	98	100	103	98	400	100	2,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	42,8	42,7	43,1	38,0	41,7	42,2	(0,6p)
CASH CAPEX (AS REPORTED)		42	42	51	26	160	37	(11,9)
CASH CONTRIBUTION		56	58	52	72	240	63	12,5

1 Special factors affecting EBITDA: EUR 1mn in Q3/16, EUR 2mn in Q4/16 and EUR 1mn in Q1/17.

CZECH REPUBLIC

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	141	140	147	140	140	143	1,4
- IP	('000)	125	125	132	126	126	130	4,0
Broadband Access Lines Retail	('000)	131	131	130	132	132	133	1,5
TV (IPTV, SAT, Cable)	('000)	2	6	16	12	12	15	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	7	6	6	6	6	6	(14,3)
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	2	0,0
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	165	169	173	171	678	169	2,4
CUSTOMERS	('000)	6.024	6.008	6.002	6.049	6.049	6.097	1,2
- contract	('000)	3.628	3.623	3.646	3.687	3.687	3.736	3,0
- prepaid	('000)	2.396	2.385	2.356	2.362	2.362	2.361	(1,5)
NET ADDS	('000)	5	(16)	(5)	46	30	48	n.a.
- contract	('000)	31	(5)	23	40	90	49	58,1
- prepaid	('000)	(26)	(11)	(29)	6	(60)	(1)	96,2
AVERAGE MONTHLY CHURN	(%)	1,3	1,4	1,4	1,3	1,4	1,2	(0,1p)
- contract	(%)	0,5	0,6	0,5	0,5	0,5	0,5	0,0p
SAC PER GROSS ADD	€	21	23	18	25	22	21	0,0
- contract	€	49	54	48	58	52	49	0,0
- prepaid	€	4	3	3	5	4	2	(50,0)
SRC PER RETAINED CUSTOMER	€	12	14	15	17	14	19	58,3
ARPU	€	9	9	10	9	9	9	0,0
- contract	€	13	13	14	13	13	13	0,0
- prepaid	€	3	3	4	4	3	3	0,0
NON-VOICE % OF ARPU	(%)	48	47	49	49	48	50	2p
MOU PER CUSTOMER	(min)	155	161	152	158	157	158	1,9
- contract	(min)	231	238	222	230	231	230	(0,4)

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		220	230	238	237	925	224	1,8
PRODUCT VIEW		220	230	238	237	925	224	1,8
- Fixed network		133	137	135	144	551	133	0,0
- Mobile communications		86	93	102	93	374	90	4,7
SEGMENT VIEW		220	230	238	237	925	224	1,8
- of which Consumer		116	120	125	126	488	120	3,4
- of which Business		70	72	67	88	297	70	0,0
EBITDA	1	82	95	103	94	374	84	2,4
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	37,3	41,3	43,3	39,7	40,4	37,5	0,2p
CASH CAPEX (AS REPORTED)		52	39	35	28	155	34	(34,6)
CASH CONTRIBUTION		30	56	68	66	219	50	66,7

1 Special factors affecting EBITDA: EUR 8mn in Q1/16, EUR 3mn in Q4/16 and EUR 4mn in Q1/17.

CROATIA

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	1.012	1.009	1.004	1.001	1.001	992	(2,0)
- IP	('000)	1.012	1.008	1.004	1.000	1.000	991	(2,1)
Broadband Access Lines Retail	('000)	634	639	642	649	649	653	3,0
TV (IPTV, SAT, Cable)	('000)	387	391	394	401	401	408	5,4
Wholesale Bundled Access Lines	('000)	34	30	25	21	21	17	(50,0)
ULLs/Wholesale PSTN	('000)	156	153	151	148	148	144	(7,7)
Wholesale Unbundled Access Lines	('000)	81	93	104	113	113	124	53,1
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	66	72	83	71	292	69	4,5
CUSTOMERS	('000)	2.206	2.246	2.332	2.234	2.234	2.210	0,2
- contract	('000)	1.119	1.128	1.130	1.159	1.159	1.165	4,1
- prepaid	('000)	1.087	1.119	1.202	1.075	1.075	1.045	(3,9)
NET ADDS	('000)	(27)	40	86	(98)	2	(24)	11,1
- contract	('000)	0	8	2	29	40	6	n.a.
- prepaid	('000)	(27)	32	84	(127)	(38)	(30)	(11,1)
AVERAGE MONTHLY CHURN	(%)	2,6	2,2	2,4	3,9	2,8	2,6	0,0p
- contract	(%)	1,1	1,1	1,1	1,1	1,1	1,2	0,1p
SAC PER GROSS ADD	€	13	14	11	19	14	20	53,8
- contract	€	52	51	64	56	56	66	26,9
- prepaid	€	2	2	2	2	2	2	0,0
SRC PER RETAINED CUSTOMER	€	69	49	54	51	56	53	(23,2)
ARPU	€	10	11	12	10	11	10	0,0
- contract	€	15	16	18	15	16	15	0,0
- prepaid	€	5	6	6	5	6	5	0,0
NON-VOICE % OF ARPU	(%)	49	49	49	50	49	50	1p
MOU PER CUSTOMER	(min)	196	214	208	207	206	209	6,6
- contract	(min)	260	285	282	276	276	270	3,8

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		187	186	191	202	766	183	(2,1)
PRODUCT VIEW		187	186	191	202	766	183	(2,1)
- Fixed network		96	95	98	108	398	90	(6,3)
- Mobile communications		91	90	93	93	368	93	2,2
SEGMENT VIEW		187	186	191	202	766	183	(2,1)
- of which Consumer		119	118	120	122	480	98	(17,6)
- of which Business		47	45	45	59	195	69	46,8
EBITDA	1	78	79	83	62	302	77	(1,3)
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	41,7	42,5	43,5	30,7	39,4	42,1	0,4p
CASH CAPEX (AS REPORTED)		43	20	30	25	119	37	(14,0)
CASH CONTRIBUTION		35	59	53	37	183	40	14,3

1 Special factors affecting EBITDA: EUR 28mn in Q4/16.

SLOVAKIA

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	851	848	847	850	850	854	0,4
- IP	('000)	851	848	847	850	850	854	0,4
Broadband Access Lines Retail	('000)	481	489	496	509	509	523	8,7
TV (IPTV, SAT, Cable)	('000)	500	509	517	538	538	564	12,8
Wholesale Bundled Access Lines	('000)	16	16	16	15	15	15	(6,3)
Wholesale Unbundled Access Lines	('000)	112	113	113	113	113	111	(0,9)
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	82	80	83	82	327	83	1,2
CUSTOMERS	('000)	2.231	2.227	2.226	2.225	2.225	2.230	(0,0)
- contract	('000)	1.462	1.463	1.467	1.478	1.478	1.398	(4,4)
- prepaid	('000)	770	763	759	747	747	832	8,1
NET ADDS	('000)	(4)	(4)	0	(1)	(10)	5	n.a.
- contract	('000)	8	2	4	11	24	(80)	n.a.
- prepaid	('000)	(12)	(6)	(4)	(12)	(35)	85	n.a.
AVERAGE MONTHLY CHURN	(%)	1,4	1,2	1,2	1,4	1,3	1,4	0,0p
- contract	(%)	0,9	0,8	0,8	1,0	0,9	2,8	1,9p
SAC PER GROSS ADD	€	44	48	46	66	51	45	2,3
- contract	€	80	93	90	113	95	98	22,5
- prepaid	€	3	4	3	3	3	2	(33,3)
SRC PER RETAINED CUSTOMER	€	132	133	118	174	143	133	0,8
ARPU	€	12	12	12	12	12	12	0,0
- contract	€	17	17	17	17	17	17	0,0
- prepaid	€	3	3	3	3	3	3	0,0
NON-VOICE % OF ARPU	(%)	40	39	41	41	40	42	2p
MOU PER CUSTOMER	(min)	171	179	171	180	175	115	(32,7)
- contract	(min)	238	249	236	247	242	158	(33,6)

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		208	208	219	220	855	228	9,6
- of which Consumer		154	155	158	163	630	161	4,5
- of which Business		43	45	47	50	184	39	(9,3)
EBITDA	2	69	70	79	41	258	89	29,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	33,2	33,7	36,1	18,6	30,2	39,0	5,8p
CASH CAPEX (AS REPORTED)		40	24	32	43	139	45	12,5
CASH CONTRIBUTION		29	46	47	(2)	119	44	51,7

OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€)	178	179	189	186	732	200	12,4
CUSTOMERS	('000)	4.221	4.275	4.365	4.594	4.594	4.713	11,7
- contract	('000)	3.001	3.057	3.120	3.175	3.175	3.195	6,5
- prepaid	('000)	1.220	1.218	1.244	1.418	1.418	1.518	24,4
NET ADDS	('000)	13	54	90	229	386	102	n.a.
- contract	('000)	42	56	64	55	216	2	(95,2)
- prepaid	('000)	(29)	(2)	26	174	169	100	n.a.
AVERAGE MONTHLY CHURN	(%)	2,7	2,7	2,8	2,5	2,7	2,4	(0,3p)
- contract	(%)	2,4	2,4	2,7	2,2	2,4	2,7	0,3p
SAC PER GROSS ADD	€	27	24	25	35	28	21	(22,2)
- contract	€	35	32	33	71	42	33	(5,7)
- prepaid	€	4	4	3	2	3	3	(25,0)
SRC PER RETAINED CUSTOMER	€	102	107	113	156	122	113	10,8
ARPU	€	14	14	15	14	14	14	0,0
- contract	€	18	18	19	18	18	20	11,1
- prepaid	€	4	4	4	4	4	3	(25,0)
NON-VOICE % OF ARPU	(%)	45	45	46	46	46	42	(3p)
MOU PER CUSTOMER	(min)	193	192	179	181	186	174	(9,8)
- contract	(min)	222	219	203	211	214	205	(7,7)

1 Effect in Q1/16: Impacted by reclassification of M2M customers.

2 Special factors affecting EBITDA: EUR -15mn in Q4/16.

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SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		1.859	1.719	1.674	1.741	6.993	1.704	(8,3)
International Revenue		657	501	487	499	2.143	482	(26,6)
NET REVENUE		1.545	1.402	1.349	1.382	5.678	1.369	(11,4)
EBITDA		196	111	139	84	530	96	(51,0)
EBITDA margin (EBITDA / total revenue)	%	10,5	6,5	8,3	4,8	7,6	5,6	(4,9p)
Depreciation, amortization and impairment losses		(96)	(95)	(102)	(110)	(404)	(98)	(2,1)
Profit (loss) from operations = EBIT		100	15	37	(26)	126	(2)	n.a.
EBIT MARGIN	%	5,4	0,9	2,2	(1,5)	1,8	(0,1)	(5,5p)
CASH CAPEX		78	96	85	143	402	86	10,3
CASH CONTRIBUTION		118	15	54	(59)	128	10	(91,5)
ORDER ENTRY		1.556	1.496	1.303	2.495	6.851	1.274	(18,1)

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		1.859	1.719	1.674	1.741	6.993	1.704	(8,3)
NET REVENUE		1.545	1.402	1.349	1.382	5.678	1.369	(11,4)
EBITDA		147	33	87	11	278	61	(58,5)
EBITDA margin (EBITDA / total revenue)	%	7,9	1,9	5,2	0,6	4,0	3,6	(4,3p)
Depreciation, amortization and impairment losses		(96)	(95)	(118)	(119)	(428)	(98)	(2,1)
Profit (loss) from operations = EBIT		51	(62)	(31)	(108)	(150)	(37)	n.a.
CASH CAPEX		78	96	85	143	402	86	10,3
CASH CONTRIBUTION		69	(63)	2	(132)	(124)	(25)	n.a.

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		1.859	1.719	1.674	1.741	6.993	1.704	(8,3)
Profit (loss) from operations = EBIT		51	(62)	(31)	(108)	(150)	(37)	n.a.
- Depreciation, amortization and impairment losses		(96)	(95)	(118)	(119)	(428)	(98)	(2,1)
= EBITDA		147	33	87	11	278	61	(58,5)
EBITDA margin	%	7,9	1,9	5,2	0,6	4,0	3,6	(4,3p)
- Special factors affecting EBITDA		(49)	(77)	(52)	(73)	(252)	(35)	28,6
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		196	111	139	84	530	96	(51,0)
EBITDA margin (adjusted for special factors)	%	10,5	6,5	8,3	4,8	7,6	5,6	(4,9p)

SPECIAL FACTORS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EFFECTS ON EBITDA		(49)	(77)	(52)	(73)	(252)	(35)	28,6
- of which personnel		(24)	(50)	(25)	(37)	(136)	(14)	41,7
- of which other		(26)	(27)	(27)	(36)	(116)	(21)	19,2
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(49)	(77)	(67)	(82)	(276)	(35)	28,6
- of which personnel		(24)	(50)	(25)	(37)	(136)	(14)	41,7
- of which other		(26)	(27)	(43)	(45)	(140)	(21)	19,2

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GROUP DEVELOPMENT

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		575	573	588	610	2.347	595	3,5
Netherlands		324	319	332	356	1.331	341	5,2
DFMG		217	220	221	218	876	217	0,0
Other		34	34	35	36	140	37	8,8
EBITDA		223	256	251	213	943	238	6,7
Netherlands		88	102	91	77	358	110	25,0
DFMG		129	146	156	133	563	124	(3,9)
Other		6	8	4	3	22	4	(33,3)
EBITDA margin (EBITDA / total revenue)	%	38,8	44,7	42,7	34,9	40,2	40,0	1,2p
Depreciation, amortization and impairment losses		(90)	(87)	(85)	(83)	(345)	(71)	21,1
Profit (loss) from operations = EBIT		134	168	167	130	598	167	24,6
CASH CAPEX		69	40	69	69	247	81	17,4
CASH CONTRIBUTION		154	216	182	144	696	157	1,9

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		575	573	588	610	2.347	595	3,5
NET REVENUE		430	423	433	458	1.744	444	3,3
EBITDA	1	2.730	305	239	217	3.490	758	(72,2)
Depreciation, amortization and impairment losses		(90)	(87)	(85)	(498)	(760)	(71)	21,1
Profit (loss) from operations = EBIT		2.640	217	154	(281)	2.730	686	(74,0)
CASH CAPEX		93	40	69	69	271	81	(12,9)
CASH CONTRIBUTION		2.637	265	170	148	3.219	677	(74,3)

1 Q1/2017: Income from the sale of stake in Strato AG.

GROUP DEVELOPMENT

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		575	573	588	610	2.347	595	3,5
Profit (loss) from operations = EBIT		2.640	217	154	(281)	2.730	686	(74,0)
- Depreciation, amortization and impairment losses		(90)	(87)	(85)	(498)	(760)	(71)	21,1
= EBITDA		2.730	305	239	217	3.490	758	(72,2)
EBITDA margin	%	n.a.	53,2	40,6	35,6	n.a.	n.a.	n.a.
- Special factors affecting EBITDA		2.506	49	(12)	4	2.547	519	(79,3)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		223	256	251	213	943	238	6,7
EBITDA margin (adjusted for special factors)	%	38,8	44,7	42,7	34,9	40,2	40,0	1,2p

SPECIAL FACTORS¹

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EFFECTS ON EBITDA		2.506	49	(12)	4	2.547	519	(79,3)
- of which personnel		0	(6)	(1)	(28)	(35)	5	n.a.
- of which other		2.507	55	(12)	32	2.582	514	(79,5)
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		2.506	49	(12)	(411)	2.132	519	(79,3)
- of which personnel		0	(6)	(1)	(28)	(35)	5	n.a.
- of which other		2.507	55	(12)	(383)	2.167	514	(79,5)

¹ Q1/2017: Income from the sale of stake in Strato AG.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		324	319	332	356	1.331	341	5,2
PRODUCT VIEW		324	319	332	356	1.331	341	5,2
- Fixed network		0	0	0	4	4	21	n.a.
- Mobile communications		324	319	332	353	1.327	320	(1,2)
SEGMENT VIEW		324	319	332	356	1.331	341	5,2
- of which Consumer		228	222	232	247	929	228	0,0
- of which Business		60	58	62	66	247	63	5,0
EBITDA		88	102	91	77	358	110	25,0
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%	27,2	32,0	27,4	21,6	26,9	32,3	5,1p
CASH CAPEX (AS REPORTED)		54	13	27	29	123	41	(24,1)
CASH CONTRIBUTION		34	89	64	48	235	69	n.a.

NETHERLANDS OPERATIONALS

	Note	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Change %
FIXED NETWORK (END OF PERIOD)								
Fixed network Access Lines	('000)	0	0	0	164	164	176	n.a.
- IP	('000)	0	0	0	164	164	176	n.a.
Broadband Access Lines Retail	('000)	0	0	0	164	164	176	n.a.
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)								
Service revenue	(€ million)	228	226	232	230	916	226	(0,9)
CUSTOMERS	('000)	3.668	3.671	3.703	3.746	3.746	3.789	3,3
- contract	('000)	2.825	2.857	2.911	2.982	2.982	3.051	8,0
- prepaid	('000)	843	814	792	764	764	738	(12,5)
NET ADDS	('000)	(9)	3	31	44	69	43	n.a.
- contract	('000)	25	32	54	71	183	69	n.a.
- prepaid	('000)	(34)	(29)	(23)	(27)	(114)	(26)	(23,5)
AVERAGE MONTHLY CHURN	(%)	1,5	1,4	1,4	1,3	1,4	1,3	(0,2p)
- contract	(%)	1,2	1,0	1,1	1,1	1,1	1,0	(0,2p)
SAC PER GROSS ADD	€ 1	111	98	110	175	126	79	(28,8)
- contract	€	130	115	135	196	148	92	(29,2)
- prepaid	€	18	14	11	16	15	(1)	n.a.
SRC PER RETAINED CUSTOMER	€ 1	121	104	92	181	126	56	(53,7)
ARPU	€	21	21	21	21	21	20	(4,8)
- contract	€	26	25	26	25	25	24	(7,7)
- prepaid	€	4	4	4	4	4	4	0,0
NON-VOICE % OF ARPU	(%)	61	62	64	60	61	56	(5p)
MOU PER CUSTOMER	(min)	180	189	178	191	184	181	0,5
- contract	(min)	226	233	218	233	228	217	(4,0)

1 Q1/2017: The Subscriber Acquisition Costs per Gross Add and Subscriber Retention Cost per Retained Subscriber show a sharp decline. This reflects the changes in customer protection law.

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GROUP HEADQUARTERS & GROUP SERVICES FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		781	910	846	929	3.467	737	(5,6)
NET REVENUE		84	92	96	150	421	88	4,8
EBITDA		(147)	(89)	(141)	(293)	(670)	(128)	12,9
EBITDA margin (EBITDA / total revenue)	%	(18,8)	(9,8)	(16,7)	(31,5)	(19,3)	(17,4)	1,4p
Depreciation, amortization and impairment losses		(150)	(192)	(158)	(176)	(676)	(148)	1,3
Profit (loss) from operations = EBIT		(298)	(281)	(298)	(469)	(1.346)	(276)	7,4
CASH CAPEX		227	207	222	279	936	242	6,6
CASH CONTRIBUTION		(374)	(296)	(363)	(572)	(1.606)	(370)	1,1

FINANCIALS (AS REPORTED)

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		781	910	846	929	3.467	737	(5,6)
NET REVENUE		84	92	96	150	421	88	4,8
EBITDA		(280)	(379)	(219)	(365)	(1.243)	(144)	48,6
EBITDA margin (EBITDA / total revenue)	%	(35,9)	(41,6)	(25,9)	(39,3)	(35,9)	(19,5)	16,4p
Depreciation, amortization and impairment losses		(150)	(192)	(158)	(176)	(676)	(148)	1,3
Profit (loss) from operations = EBIT		(430)	(571)	(376)	(542)	(1.919)	(292)	32,1
CASH CAPEX		227	207	222	279	936	242	6,6
CASH CONTRIBUTION		(507)	(586)	(441)	(644)	(2.179)	(386)	23,9

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
TOTAL REVENUE		781	910	846	929	3.467	737	(5,6)
Profit (loss) from operations = EBIT		(430)	(571)	(376)	(542)	(1.919)	(292)	32,1
- Depreciation, amortization and impairment losses		(150)	(192)	(158)	(176)	(676)	(148)	1,3
= EBITDA		(280)	(379)	(219)	(365)	(1.243)	(144)	48,6
EBITDA margin	%	(35,9)	(41,6)	(25,9)	(39,3)	(35,9)	(19,5)	16,4p
- Special factors affecting EBITDA		(133)	(290)	(78)	(72)	(574)	(16)	88,0
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		(147)	(89)	(141)	(293)	(670)	(128)	12,9
EBITDA margin (adjusted for special factors)	%	(18,8)	(9,8)	(16,7)	(31,5)	(19,3)	(17,4)	1,4p

SPECIAL FACTORS

	Note	Q1 2016 millions of €	Q2 2016 millions of €	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Change %
EFFECTS ON EBITDA		(133)	(290)	(78)	(72)	(574)	(16)	88,0
- of which personnel		(46)	(238)	(75)	(144)	(502)	(19)	58,7
- of which other		(87)	(52)	(3)	71	(71)	3	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		(133)	(290)	(78)	(72)	(574)	(16)	88,0
- of which personnel		(46)	(238)	(75)	(144)	(502)	(19)	58,7
- of which other		(87)	(52)	(3)	71	(71)	3	n.a.

GLOSSARY AND DISCLAIMER

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

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