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**DEUTSCHE TELEKOM**  
BACKUP FY 2015  
FINANCIAL FIGURES



LIFE IS FOR SHARING.

# GROUP

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

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

<sup>1</sup> As of May 30, 2014, including GTS Central Europe group.

# GROUP

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

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

<sup>1</sup> As of May 30, 2014, including GTS Central Europe group.

# DT GROUP

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

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

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

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

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

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

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

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

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

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

# GROUP

## EBITDA RECONCILIATION

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

# DT CONSOLIDATED INCOME STATEMENT AS REPORTED

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

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

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

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



# GROUP

## DETAILS ON SPECIAL FACTORS I

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

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

# GROUP

## DETAILS ON SPECIAL FACTORS II

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

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

## CHANGE IN THE COMPOSITION OF THE GROUP IN THE FOURTH QUARTER

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

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

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

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

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

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

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

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

# DT GROUP

## PROVISIONS FOR PENSIONS

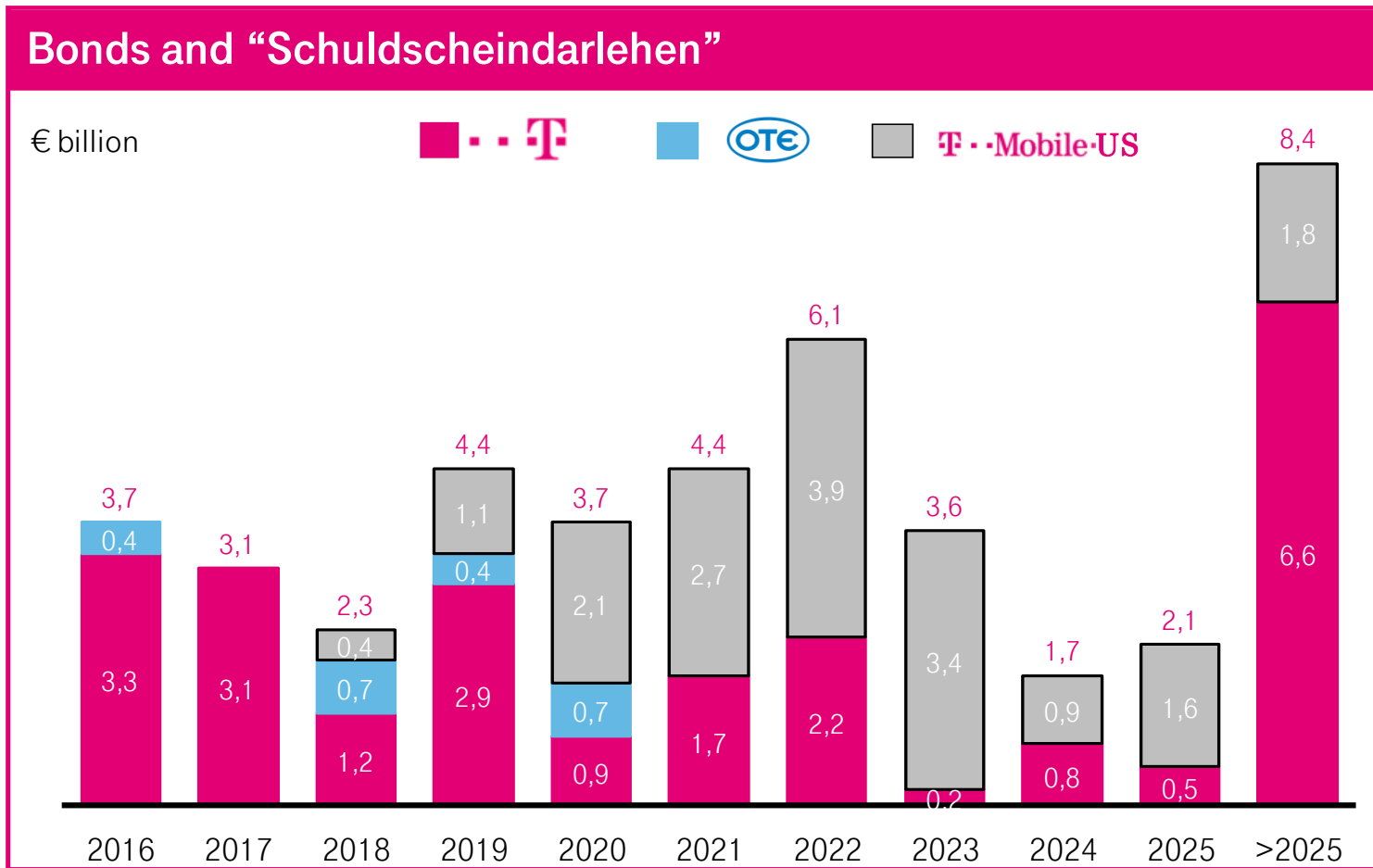
		2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €	2011 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	10.753	10.940	8.965	8.973	6.966
Plan assets		(2.744)	(2.498)	(1.973)	(1.680)	(860)
Others		19	23	14	19	18
Provision in balance sheet		8.028	8.465	7.006	7.312	6.124
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>442</b>	<b>445</b>	<b>388</b>	<b>511</b>	<b>530</b>
thereof included in EBITDA		285	220	160	197	199
thereof included in financial result		157	225	228	313	314
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		276	266	269	768	267
2) benefits paid through plan assets	2	31	30	42	45	52
3) benefits paid through provision (included in cash flow from operations)		386	298	366	375	367
cash payments included in cash flow statement = 1) + 3)		662	564	635	1.143	634
cash payments included in free cash flow = 3)		386	298	366	375	367
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2015)</b>						
End of 2014		10.940				
pension costs included in P&L		492				
benefits paid		(386)				
actuarial losses/gains	3	(312)				
F/X		33				
Others		(14)				
End of 2015		10.753				

1 Increase in obligation in 2012 mainly due to a change in the discount rate.

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

3 Actuarial losses/gains are via other comprehensive income directly billed vs. equity. Cumulative amount recorded in equity 2014: loss of 3.731 million €.

# MATURITY PROFILE AS OF DECEMBER 31, 2015





# LIQUIDITY RESERVE AS OF DECEMBER 31, 2015

€ billion

67,1 Total line availability

19,5

## Liquidity reserve

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

47,6

## Net-debt

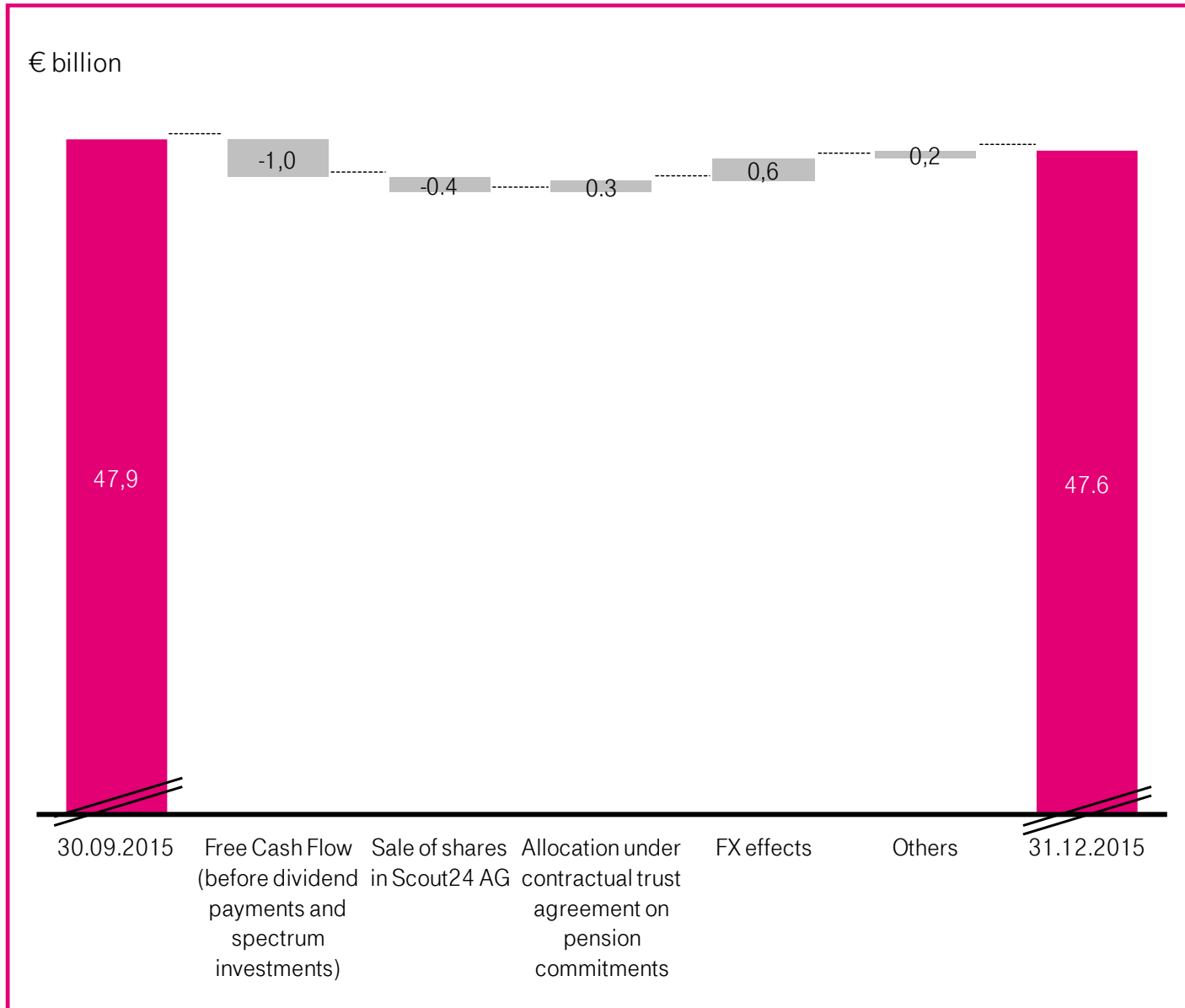
<b>Gross debt</b>	€	<b>60,5 bn</b>
Bonds:	€	47,8 bn
Other financial liabilities:	€	12,7 bn
<b>Liquid financial assets</b>	€	<b>12,9 bn</b>
Cash & equivalents:	€	6,9 bn
Available-for-sale/held-for-trading financial assets:	€	2,9 bn
Other financial assets:	€	3,1 bn

Numbers rounded

# GROUP NET DEBT

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

# NET DEBT DEVELOPMENT Q4 2015



Numbers rounded

# DT GROUP

## CASH CAPEX

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

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

# DT GROUP

## FREE CASH FLOW

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

# DT GROUP

## PERSONNEL<sup>1</sup>

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

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

<sup>1</sup> As of May 30, 2014, including GTS Central Europe group.

# EXCHANGE RATES

## AVERAGE

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

## END OF PERIOD

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

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

## GERMANY

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

### FINANCIALS (AS REPORTED)

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

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

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



## GERMANY

### EBITDA RECONCILIATION

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

## SPECIAL FACTORS

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

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

## GERMANY OPERATIONALS

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

## CONSUMER OPERATIONALS

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

## BUSINESS CUSTOMERS OPERATIONALS

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

1 Figures do not add up.

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

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

## GERMANY

### REVENUE SPLIT - PRODUCTS

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

## REVENUE SPLIT - SEGMENTS

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

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

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

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

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

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

## GERMANY

### MOBILE COMMUNICATIONS KPIS

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

## CONSUMER - KPIS

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

## BUSINESS CONSUMER - KPIS

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

# GERMANY

## MAGENTA MOBIL

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	29.95	39.95	49.95	79.95
Monthly charge (with handset)	39.95	49.95	59.95	—
Monthly charge (with top handset)	49.95	59.95	69.95	99.95
Voice and SMS <sup>1</sup>	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	up to 150 Mbit/s	up to 150 Mbit/s	max	max
- Data Speed (upload)	up to 25 Mbit/s	up to 25 Mbit/s	max	max
- Data Volume until speed step down	500 MB	2 GB	4 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	—	—	—	free
MultiSim	—	—	—	free <sup>2</sup>
Roaming Voice, SMS and Data	—	—	—	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

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

2 up to two MultiSIM bookable.

# GERMANY

## MAGENTA MOBIL

ONLY AVAILABLE  
FROM 19.4.16

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	34.95	44.95	54.95	79.95
Monthly charge (with handset)	44.95	54.95	64.95	—
Monthly charge (with top handset)	54.95	64.95	74.95	99.95
Voice and SMS <sup>1</sup>	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	up to 150 Mbit/s	up to 150 Mbit/s	max	max
- Data Speed (upload)	up to 25 Mbit/s	up to 25 Mbit/s	max	max
- Data Volume until speed step down	1 GB	3 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	free	free	free	free
MultiSim	—	—	—	free <sup>2</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

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

2 up to two MultiSIM bookable.

# GERMANY

## MAGENTA MOBIL PREMIUM

PREMIUM PLANS IN €	L PREMIUM	L Plus PREMIUM	Complete PREMIUM
Monthly charge (with top handset)	79.95	109.95	149.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS <sup>1</sup>	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	max	max	max
- Data Speed (upload)	max	max	max
- Data Volume until speed step down	4 GB	10 GB	30 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) <sup>2</sup>	—	100	1.000
International SMS (pieces)	—	100	—
HotSpot Flatrate	—	free	free
MultiSim	—	free <sup>3</sup>	free <sup>3</sup>
Roaming Voice, SMS and Data	—	free	250 minutes; 1.000 SMS; 16xTravel & Surf WeekPass <sup>4</sup>
Fixed line number	—	free	free
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

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

2 EU and Country Group 2.

3 up to two MultiSIM bookable.

4 incl. 50 MB.

# GERMANY

## MOBILE OPTIONS

INTERNATIONAL OPTIONS IN €	ALL INCLUSIVE (ROAMING)	INTERNATIONAL 100 or 400	INTERNATIONAL PACKAGE	INTERNATIONAL SMS 100
Monthly charge	5.00	9.95 or 29.95	10.00	9.95
Description	Use your flat (voice, SMS & data) tarif in Europe	100 or 400 min. mobile and fixed Network to european countries.	All Inclusive (Roaming), International <sup>1</sup> 100, International SMS <sup>1</sup> 100	100 SMS to EU
			<sup>1</sup> EU and Country Group 1 and 2.	
VOICE OPTIONS IN €	FAMILY	FIXED LINE NUMBER		
Monthly charge	4.95	4.95		
Description	free calls between 4 mobil numbers (onnet) and to one fixed line number.	fixed line number and call forwarding from this number.		
ADDITIONAL DATA VOLUME OPTIONS IN €	Data S	Data M	Data L	
Monthly charge	9.95	14.95	24.95	
Additional Data Volume (per month)	1 GB	2GB	5GB	
OTHER OPTIONS IN €	ON-THE-GO PACKAGE	MULTISIM	HOTSPOT FLAT	SPEED LTE MAX
Monthly charge	10.00	4.95	4.95	5.00
Description	up to two MultiSIM bookable, Hotspot Flat, fixed line number	up to two MultiSIM bookable.	—	max. LTE Speed
ADDITIONAL DATA PACKAGES IN €	MultiData S	MultiData M	MultiData L	
Monthly charge	10€	15€	25€	
Additional Data Volume (per month)	1 GB	2GB	5GB	
Description	up to two MultiSIM bookable	up to two MultiSIM bookable	up to two MultiSIM bookable	



# GERMANY

## DOUBLE PLAY VIA WIRELESS (CALL & SURF VIA FUNK)

<b>DOUBLE PLAY VIA WIRELESS<sup>1</sup> IN €</b>	<b>S</b>	<b>M</b>	<b>L</b>
Monthly Charge <sup>2</sup>	34.95 <sup>3</sup>	39.95 <sup>4</sup>	49.95 <sup>5</sup>
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
<b>Voice minutes</b>	<b>€ Cent/Minute</b>		
fixed net national	flat		
international	from 2.9		
fixed to mobile	19.0		
<b>Options</b>			
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](http://www.telekom.de). All prices in € including VAT.

# GERMANY

## MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS <sup>1</sup>	ZUHAUSE S <sup>1</sup>	ZUHAUSE M <sup>1</sup>	ZUHAUSE L <sup>1</sup>
	29.95	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>
	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 <sup>5</sup> flat rate Internet usage flat rate voice usage
<b>ENTERTAIN</b>				
ENTERTAIN	--		10.00 <sup>3,4</sup>	
ENTERTAIN COMFORT SAT	--		10.00 <sup>3,4</sup>	
ENTERTAIN PREMIUM	--		15.00 <sup>3,4</sup>	
ENTERTAIN SAT	--	5.00		--
<b>CITY, DLD</b>		<b>CENT/MINUTE</b>		
Peak/Off peak	2.9 ct		0 ct	
international			from 2.9 ct	
fixed to mobile			19.0 ct	
<b>CALLING PLANS</b>				
fixed to mobile			12.9 ct/minute, 4.00 monthly minimum charge	
fixed to T-Mobile flatrate			14.95	
fixed to mobile flatrate			19.95	
CountryFlat 1			3.94	
CountryFlat 2			14.95	
Set-up			69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€5.00 for the first 12 months

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

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

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

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

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

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

# GERMANY

## MAGENTA ZUHAUSE HYBRID

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

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

2 Promotional price for new broadband customers: -€5.00 for the first 12 months

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

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

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

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

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

# GERMANY

## SINGLE PLAY

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

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

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

All prices in € including VAT.

# GERMANY

## MAGENTA EINS

MAGENTA EINS <sup>1</sup> IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	49.90 <sup>2</sup>	64.85 <sup>2</sup>	74.85 <sup>2</sup>
Communication <sup>3</sup>	Flat at home and on the mobile device into all national networks incl. fixed to mobile.	Flat at home and on the mobile device into all national networks incl. fixed to mobile.	Flat at home and on the mobile device into all national networks incl. fixed to mobile.
Data Mobile	Flat with LTE Max until speed step down 500 MB.	Flat with LTE Max until speed step down 500 MB.	Flat with LTE Max until speed step down 500 MB.
Internet at home	Flat with up to 16 Mbit/s download.	Flat with up to 50 Mbit/s download.	Flat with up to 100 Mbit/s download.
TV	—————	Entertain incl. HD Receiver 500 GB Memory.	Entertain Premium incl. HD Receiver 500 GB Memory.
Set-up	One off charge new lines fixed (€ 69,95) & new mobile (€29.95)		
Duration of contract	new customers 24 months. Otherwise duration depends of fixed-network and/or mobile-network contract.		
Handsets, options, calling plans, etc.	available based on comparable mobile and fixed line stand-alone offers.		

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

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

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

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

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

More MagentaEINS convergnent bundles including existing customers' tariffs available.

For general conditions and further details, please see [www.telekom.de](http://www.telekom.de). All prices in € including VAT.

# FIXED NETWORK

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

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW
Local	0.36	0.24 <sup>1</sup>	0.25	0.24 <sup>1</sup>
Single transit	0.40	0.26 <sup>1</sup>	0.28	0.26 <sup>1</sup>
Double transit national	0.40	0.26 <sup>1</sup>	0.28	0.26 <sup>1</sup>
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.36	0.24	0.25	0.24
Single transit	0.52	0.35	0.36	0.35
Double transit national	0.61	0.41	0.43	0.41
FULLY UNBUNDLED ("ULL")	OLD		NEW	
One time fee	31.01 <sup>2</sup>		29.78 <sup>3</sup>	
Monthly fee	10.08 <sup>4</sup>		10.19 <sup>5</sup>	
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD		NEW	
One time fee	34.13 <sup>2</sup>		34.23 <sup>3</sup>	
Monthly fee	1.68 <sup>6</sup>		1.78 <sup>7</sup>	
IP-BSA ADSL SHARED (CLASSIC)	OLD		NEW	
One time fee	--		44.87 <sup>8,9</sup>	
Monthly fee	--		8.12 <sup>8,9</sup>	
IP-BSA ADSL STAND ALONE (CLASSIC)	OLD		NEW	
One time fee	--		47.68 <sup>8,9</sup>	
Monthly fee	--		18.20 <sup>8,9</sup>	
IP-BSA VDSL (until 50 Mbit/s) <sup>10</sup> STAND ALONE (CLASSIC)	OLD (IN €)		NEW (IN €)	
One time fee	--		46.43 <sup>8,9</sup>	
Monthly fee	--		25.32 <sup>8,9</sup>	

1 Prices are valid from Dec. 01, 2014 to Dec. 31, 2016.

2 Depending on complexity – valid to Jun. 30, 2014.

3 Depending on complexity - valid to Sep. 30, 2016.

4 Twisted pair copper access line valid to Jun. 30, 2013.

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

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

8 Since Dec. 01, 2010 these prices are ex post.

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

Mbit/s) : 29.52 €. Launch Aug. 01, 2014.

## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

### FINANCIALS (AS REPORTED)

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

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

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

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

# UNITED STATES

## EBITDA RECONCILIATION

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

## SPECIAL FACTORS

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

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



# UNITED STATES

## OPERATIONAL

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

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

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

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

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

# UNITED STATES

## OPERATIONAL IN US-\$

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

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

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

2 Excluding special factors affecting EBITDA of USD 231mn in Q4/14, USD 132mn in Q1/15, USD 78mn in Q2/15 and USD 259mn in Q3/15, USD 6mn in Q4/15

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

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN<sup>1,2,3,5,6,7,8,9,10,11,12, 13</sup>

### PRICING<sup>8</sup>

Unlimited Talk, Text and Web with up to 2GB of full speed data<sup>4,5</sup>

\$50.00

Unlimited Talk, Text and Web with up to 6GB of full speed data<sup>4</sup>

\$65.00

Unlimited Talk, Text and Web with up to 10GB of full speed data<sup>4</sup>

\$80.00

Unlimited Talk, Text and Unlimited Nationwide 4G LTE data  
(unlimited full speed data)

\$95.00

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014 international texting from the US to virtually anywhere, at no extra charge.

5 Includes up to 2GB of full speed data at no additional charge.

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

6 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 4GB increments for \$15 each up to 22GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

3 On-network and domestic roaming data allotments differ: 2 GB full-speed plan; 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 22 GB Smartphone Mobile HotSpot features include 200 MB roaming.

7 No limits or overages while on T-Mobile's network. No annual service contract required.

4 Customers may choose to add more full speed data in increments of 4 GB/each \$15 more per month per line, up to 10 GB of full-speed data; and unlimited 4G LTE with 14 GB through 22 GB of Smartphone Mobile HotSpot

8 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

9 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge.

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

12 All postpaid Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

11 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

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

# UNITED STATES

## T-MOBILE USA

### **SIMPLE CHOICE PLAN**<sup>1,2,3,4,5,6,7,8,9,10,12,13</sup>

#### **INCLUDED FEATURES PER LINE**

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

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

#### **PRICING**<sup>7</sup>

\$80.00 for first 2 lines

\$10.00 per line

### **DATA PLAN ADD-ON TO SIMPLE CHOICE MULTI-LINE**<sup>2,3,5,6,7</sup>

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

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

#### **PRICING**<sup>7,14</sup>

\$15.00 (more per line per 4 GB)

\$45.00 (more per line)

1 Text plans include unlimited nationwide text, picture and video messaging. As of Mar. 23, 2014 international texting from the US to virtually anywhere, at no extra charge.

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

3 On-network and domestic roaming data allotments differ: 2 GB full-speed plan; 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 22 GB Smartphone Mobile HotSpot features include 200 MB roaming.

4 Includes up to 2GB of full speed data at no additional charge.

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge per line.

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

10 6-10GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

5 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 4GB increments for \$15 each up to 22GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

6 No limits or overages while on T-Mobile's network. No annual service contract required.

7 All prices reflect monthly recurring charges; taxes and fees additional. Credit approval, \$15 SIM starter kit and deposit may be required. Web plans provide access to data; capable device required to achieve 4G LTE speeds.

12 All postpaid Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

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

14 Family Match applies when all lines in the account start with the same additional data, 6GB, 10GB or unlimited 4G LTE; the price is \$10 more per line per 4GB increments

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,6,7,8,11,13,14,15</sup>

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

Unlimited Talk, Text and Web with up to 2GB of full speed data	\$50.00
Unlimited Talk, Text and Web with up to 6GB of full speed data	\$65.00
Unlimited Talk, Text and Web with up to 10GB of full speed data	\$80.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$95.00

1 No annual contract required.

2 Text plans include unlimited nationwide text, picture and video messaging. As of Apr. 26, 2014 international texting from the US to virtually anywhere. at no extra charge.

3 Web plans include overage-free data with nationwide Web and e-mail access. Full speed, 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All unlimited data plans are unlimited while on T-Mobile's network.

4 Features available until the 30th day.

5 These plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 14 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

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

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

7 For No Annual contract plans \$50 and up and that include unlimited data. Not available for Pay As You Go plans.

8 On-network and domestic roaming data allotments differ: 2 GB full-speed plan; 6 GB, 10 GB and unlimited 4G LTE full-speed plans with 6 GB through 14 GB Smartphone Mobile HotSpot features include 200 MB roaming.

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

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

### TALK/TEXT<sup>11</sup>

Stateside International Talk with Mobile <sup>9</sup>	\$15.00
Stateside International Talk <sup>10</sup>	\$10.00

9 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get 1000 mobile-to-mobile minutes to Mexico (Overage extra (if available funds for Pay In Advance); \$0.04/minute), unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

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

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

# UNITED STATES

## T-MOBILE USA

<b>SIMPLY PREPAID PLAN (PREPAID)</b> <sup>1,2,3,4,5,6,7,8,9, 10, 11, 12</sup>	<b>PRICING</b> <sup>12</sup>
Unlimited Talk, Text and Web with up to 1GB of 4G LTE	\$40.00
Unlimited Talk, Text and Web with up to 3GB of 4G LTE	\$50.00
Unlimited Talk, Text and Web with up to 5GB of 4G LTE	\$60.00

1 No annual contract required.

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

3 Web plans include overage-free data with nationwide Web and e-mail access. All plans have 4G LTE data available up to monthly allotment, then slowed to 2G speeds for balance of service period. All

unlimited data plans are unlimited while on T-Mobile's network

4 Features available until the 30th day.

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

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

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

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

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

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

11 Unlimited calling to mobile numbers in 30+ countries and unlimited calling to landlines in 70+ countries. Plus, get 1000 mobile-to-mobile minutes to Mexico (Overage extra (if available funds for Pay In Advance); \$0.04/minute), unlimited texting to 200+ countries, and discounted calling rates to the rest of the world.

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

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

<b>ALSO AVAILABLE</b>	<b>PRICING</b>
Pay As You Go <sup>14</sup>	\$3.00

### Add-Ons (optional):

1-Wk Data Pass - up to 1GB of 4G LTE data	\$10.00
1-Day Data Pass - up to 500MB of 4G LTE data	\$5.00
1-Wk Pass - Unlimited Talk & Text	\$10.00

14 Includes 30 minutes or messages. Additional minutes available for 10 cents per minute or message.

# UNITED STATES

## T-MOBILE USA

<b>SIMPLE CHOICE VALUE<sup>1,2,3,4,5,6,7, 8,9,10,11,12</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
<b>MOBILE INTERNET PLANS</b>		
Unlimited, Overage-Free Mobile Internet 2 GB	\$20.00	Included
Unlimited, Overage-Free Mobile Internet 6 GB	\$35.00	Included
Unlimited, Overage-Free Mobile Internet 10 GB	\$50.00	Included
Unlimited, Overage-Free Mobile Internet 14 GB	\$65.00	Included
Unlimited, Overage-Free Mobile Internet 18 GB	\$80.00	Included
Unlimited, Overage-Free Mobile Internet 22 GB	\$95.00	Included

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

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

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

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

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

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

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

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

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

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

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

9 6-22GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year, up to 20GB.

10 Mobile Internet Simple Choice plan options include unlimited (2G) data and text while in over 140 countries and destinations at no extra charge per line.

11 Mobile Internet Simple Choice plan options include unlimited talk, text and data in Mexico and Canada just like in the U.S.

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

<b>ON DEMAND MOBILE INTERNET PASSES (Postpaid)<sup>1,2,3,4</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS<sup>3</sup></b>
Unlimited, Overage-Free Mobile Internet 500 MB data (use for 1 days)	\$5.00	Included
Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days)	\$10.00	Included

1 Credit approval, \$15 SIM starter kit and deposit may be required.

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

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

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

4 Mobile Internet On Demand passes include unlimited data in Mexico and Canada just like in the U.S. when added on top of Simple Choice plan options

<b>PAY IN ADVANCE - (SINGLE USE) DATA PASSES<sup>1,2,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free 500 MB data (use for 1 day)	\$5.00	Not Included
Unlimited, Overage-Free 1 GB data (use for 7 days)	\$10.00	Not Included
Unlimited, Overage-Free 3 GB data (use for 30 days)	\$30.00	Not Included
Unlimited, Overage-Free 5 GB data (use for 30 days)	\$40.00	Not Included
Unlimited, Overage-Free 7 GB data (use for 30 days)	\$50.00	Not Included

1 \$15 SIM starter kit may be required. Service available for time period and/or usage amount provided by Pass. For time period, a day is 12:00 a.m. to

11:59 p.m., based on time zone associated with account phone number. Usage rounded up to the nearest MB.

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

3 No domestic roaming. Pay in Advance Simple Choice single-use plan options include unlimited data in Mexico and

Canada just like in the U.S.

<b>PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES<sup>1,2,3</sup></b>	<b>PRICING<sup>1</sup></b>	<b>HOTSPOT ACCESS</b>
Unlimited, Overage-Free Mobile Internet 2 GB	\$20.00	Not Included
Unlimited, Overage-Free Mobile Internet 6 GB	\$35.00	Not Included
Unlimited, Overage-Free Mobile Internet 10 GB	\$50.00	Not Included
Unlimited, Overage-Free Mobile Internet 14 GB	\$65.00	Not Included
Unlimited, Overage-Free Mobile Internet 18 GB	\$80.00	Not Included
Unlimited, Overage-Free Mobile Internet 22 GB	\$95.00	Not Included

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

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

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

## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

## FINANCIALS (AS REPORTED)

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

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

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

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

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



## EUROPE

### EBITDA RECONCILIATION

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

## SPECIAL FACTORS

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

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

# EUROPE

## CUSTOMER SUMMARY

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

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

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

3 GTS Central Europe Group is part of the European Segment since May 30, 2014. From January 2015 parts of the Group were integrated into Czech Republic and Poland. From April 2015 parts were integrated into Hungary.

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

5 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

# GREECE OPERATIONALS

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

# ROMANIA

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

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

1 Since our subsidiary in Romania offers convergent Fixed and Mobile products, from Q3/15 onwards it is shown as integrated company. For better comparability figures for prior periods have been adjusted.

2 Special factors affecting EBITDA: EUR 8mn in Q4/14, EUR 2mn in Q2/15, EUR 13mn in Q3/15 and EUR 3mn in Q4/15.

# ROMANIA

## OPERATIONALS

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

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

2 Fixed Network include Total revenue of HU GHS.

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

# HUNGARY

## OPERATIONALS

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

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



# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

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

# POLAND

## OPERATIONALS

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

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

2 In the fourth quarter of 2015, the number of mobile customers in Poland decreased by 3 838 thousand in connection with the deactivation of inactive prepaid SIM cards.

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

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

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

# CZECH REPUBLIC OPERATIONALS

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

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

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

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

## OPERATIONALS

	Note	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Change %	FY 2014	FY 2015	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>										
Service revenue	(€ million)	307	257	255	257	233	(24,1)	1.206	1.002	(16,9)
<b>CUSTOMERS</b>	('000)	<b>3.900</b>	<b>3.830</b>	<b>3.689</b>	<b>3.686</b>	<b>3.677</b>	<b>(5,7)</b>	<b>3.900</b>	<b>3.677</b>	<b>(5,7)</b>
- contract	('000)	2.848	2.836	2.751	2.775	2.800	(1,7)	2.848	2.800	(1,7)
- prepaid	('000)	1.052	994	938	910	878	(16,5)	1.052	878	(16,5)
<b>NET ADDS</b>	('000)	<b>(64)</b>	<b>(70)</b>	<b>(44)</b>	<b>(4)</b>	<b>(8)</b>	<b>87,5</b>	<b>(315)</b>	<b>(125)</b>	<b>60,3</b>
- contract	('000)	3,4	(20)	(12)	(85)	24	n.a.	(55)	(48)	12,7
- prepaid	('000)	4	(44)	(58)	41	(33)	25,0	(260)	(77)	70,4
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,8</b>	<b>1,8</b>	<b>1,7</b>	<b>1,7</b>	<b>1,6</b>	<b>(0,2p)</b>	<b>2,1</b>	<b>1,7</b>	<b>(0,4p)</b>
- contract	(%)	1,3	1,1	1,3	1,3	1,3	0,0p	1,3	1,2	(0,1p)
<b>SAC PER GROSS ADD</b>	(€)	<b>123</b>	<b>143</b>	<b>124</b>	<b>113</b>	<b>93</b>	<b>(24,4)</b>	<b>124</b>	<b>117</b>	<b>(5,6)</b>
- contract	(€)	186	206	162	143	115	(38,2)	197	151	(23,4)
- prepaid	(€)	17	19	17	19	8	(52,9)	19	16	(15,8)
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>93</b>	<b>113</b>	<b>126</b>	<b>95</b>	<b>59</b>	<b>(36,6)</b>	<b>93</b>	<b>98</b>	<b>5,4</b>
<b>ARPU</b>	(€)	<b>26</b>	<b>22</b>	<b>23</b>	<b>23</b>	<b>21</b>	<b>(19,2)</b>	<b>24</b>	<b>22</b>	<b>(8,3)</b>
- contract	(€)	34	29	29	30	27	(20,6)	32	28	(12,5)
- prepaid	(€)	4	4	5	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>46</b>	<b>54</b>	<b>58</b>	<b>59</b>	<b>60</b>	<b>14p</b>	<b>48</b>	<b>58</b>	<b>10p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>154</b>	<b>158</b>	<b>168</b>	<b>163</b>	<b>175</b>	<b>13,6</b>	<b>142</b>	<b>165</b>	<b>16,2</b>
- contract	(min)	201	204	212	206	221	10,0	187	209	11,8

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

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

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

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

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

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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

# CROATIA OPERATIONALS

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

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

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



# SLOVAKIA

## OPERATIONALS

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

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

## OPERATIONALS

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

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

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

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

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

## SYSTEMS SOLUTIONS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

### FINANCIALS (AS REPORTED)

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

# SYSTEMS SOLUTIONS

## EBITDA RECONCILIATION

	Note	Q4 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Q3 2015 millions of €	Q4 2015 millions of €	Change %	FY 2014 millions of €	FY 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2,294</b>	<b>2,001</b>	<b>2,166</b>	<b>2,115</b>	<b>2,310</b>	<b>0,7</b>	<b>8,601</b>	<b>8,592</b>	<b>(0,1)</b>
Profit (loss) from operations = EBIT		(135)	(65)	(230)	(92)	(129)	4,4	(422)	(516)	(22,3)
- Depreciation, amortization and impairment losses		(150)	(145)	(225)	(135)	(144)	4,0	(717)	(649)	9,5
<b>= EBITDA</b>		<b>15</b>	<b>80</b>	<b>(5)</b>	<b>43</b>	<b>15</b>	<b>0,0</b>	<b>295</b>	<b>133</b>	<b>(54,9)</b>
EBITDA margin	%	0,7	4,0	(0,2)	2,0	0,6	(0,1p)	3,4	1,5	(1,9p)
- Special factors affecting EBITDA		(197)	(74)	(219)	(142)	(214)	(8,6)	(540)	(649)	(20,2)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>212</b>	<b>154</b>	<b>214</b>	<b>185</b>	<b>229</b>	<b>8,0</b>	<b>835</b>	<b>782</b>	<b>(6,3)</b>
EBITDA margin (adjusted for special factors)	%	9,2	7,7	9,9	8,7	9,9	0,7p	9,7	9,1	(0,6p)

## SPECIAL FACTORS

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

## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

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

## FINANCIALS (AS REPORTED)

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

## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION

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

### SPECIAL FACTORS

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

# EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - ORANGE SA)

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)<sup>1,2</sup>

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

## OPERATIONAL<sup>1</sup>

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

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

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

3 ARPU %-changes based on exact numbers.

## GLOSSARY AND DISCLAIMER

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

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