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

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

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



LIFE IS FOR SHARING.

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# GROUP AT A GLANCE

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>REVENUE</b>											
Germany		5.485	5.565	21.774	5.397	5.371	5.488	0,1	16.208	16.256	0,3
United States		8.281	9.445	33.738	8.982	9.236	8.466	2,2	24.293	26.684	9,8
Europe		2.900	2.996	11.454	2.781	2.860	2.945	1,6	8.458	8.587	1,5
Systems Solutions		1.674	1.741	6.993	1.704	1.688	1.707	2,0	5.252	5.099	(2,9)
Group Development		588	610	2.347	595	562	545	(7,3)	1.736	1.702	(2,0)
Group Headquarters & Group Services		846	929	3.467	737	787	743	(12,2)	2.538	2.268	(10,6)
Reconciliation		(1.670)	(1.742)	(6.678)	(1.550)	(1.614)	(1.643)	1,6	(4.933)	(4.809)	2,5
<b>GROUP</b>		<b>18.105</b>	<b>19.543</b>	<b>73.095</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>0,8</b>	<b>53.552</b>	<b>55.787</b>	<b>4,2</b>
<b>NET REVENUE</b>											
Germany		5.134	5.210	20.405	5.069	5.036	5.139	0,1	15.195	15.244	0,3
United States		8.282	9.443	33.736	8.982	9.236	8.465	2,2	24.293	26.683	9,8
Europe		2.812	2.900	11.111	2.695	2.772	2.848	1,3	8.211	8.316	1,3
Systems Solutions		1.349	1.382	5.678	1.369	1.349	1.352	0,2	4.296	4.069	(5,3)
Group Development		434	458	1.744	444	415	394	(9,2)	1.286	1.252	(2,6)
Group Headquarters & Group Services		96	150	421	88	83	52	(45,8)	272	223	(18,0)
<b>GROUP</b>		<b>18.105</b>	<b>19.543</b>	<b>73.095</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>0,8</b>	<b>53.552</b>	<b>55.787</b>	<b>4,2</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.095	2.013	8.237	2.070	2.100	2.190	4,5	6.224	6.360	2,2
United States		2.156	2.325	8.561	2.386	2.640	2.288	6,1	6.236	7.313	17,3
Europe		1.037	930	3.866	889	947	1.007	(2,9)	2.936	2.843	(3,2)
Systems Solutions		139	84	530	96	136	131	(5,8)	446	362	(18,8)
Group Development		251	213	943	238	236	220	(12,4)	730	695	(4,8)
Group Headquarters & Group Services		(141)	(293)	(670)	(128)	(90)	(115)	18,4	(377)	(333)	11,7
Reconciliation		(2)	(7)	(47)	(1)	(25)	(1)	50,0	(40)	(25)	37,5
<b>GROUP</b>		<b>5.535</b>	<b>5.265</b>	<b>21.420</b>	<b>5.550</b>	<b>5.944</b>	<b>5.720</b>	<b>3,3</b>	<b>16.155</b>	<b>17.215</b>	<b>6,6</b>
Proportional EBITDA		4.425	4.114	17.096	4.414	4.690	4.543	2,7	12.983	13.648	5,1

# GROUP AT A GLANCE II

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>											
Germany		38,2	36,2	37,8	38,4	39,1	39,9	1,7p	38,4	39,1	0,7p
United States		26,0	24,6	25,4	26,6	28,6	27,0	1,0p	25,7	27,4	1,7p
Europe		35,8	31,0	33,8	32,0	33,1	34,2	(1,6p)	34,7	33,1	(1,6p)
Systems Solutions		8,3	4,8	7,6	5,6	8,1	7,7	(0,6p)	8,5	7,1	(1,4p)
Group Development		42,7	34,9	40,2	40,0	42,0	40,4	(2,3p)	42,1	40,8	(1,3p)
Group Headquarters & Group Services		(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(15,5)	1,2p	(14,9)	(14,7)	0,2p
<b>GROUP</b>		<b>30,6</b>	<b>26,9</b>	<b>29,3</b>	<b>29,8</b>	<b>31,5</b>	<b>31,3</b>	<b>0,7p</b>	<b>30,2</b>	<b>30,9</b>	<b>0,7 p</b>
<b>CASH CAPEX</b>											
Germany		1.045	1.228	4.031	1.005	1.052	1.052	0,7	2.803	3.109	10,9
United States		1.671	1.177	5.855	1.442	8.463	1.243	(25,6)	4.678	11.148	n.a.
Europe		876	413	2.600	475	403	395	(54,9)	2.187	1.273	(41,8)
Systems Solutions		85	143	402	86	91	87	2,4	259	264	1,9
Group Development		69	69	271	81	57	76	10,1	202	215	6,4
Group Headquarters & Group Services		222	279	936	242	239	231	4,1	656	712	8,5
Reconciliation		(83)	(152)	(455)	(51)	(65)	(63)	24,1	(301)	(180)	40,2
<b>GROUP</b>		<b>3.885</b>	<b>3.156</b>	<b>13.640</b>	<b>3.280</b>	<b>10.240</b>	<b>3.021</b>	<b>(22,2)</b>	<b>10.484</b>	<b>16.541</b>	<b>57,8</b>
- thereof spectrum investment		1.146	432	2.682	35	7.246	19	(98,3)	2.250	7.300	n.a.
<b>NET PROFIT (LOSS)</b>											
adjusted for special factors		1.040	973	4.114	939	1.199	1.244	19,6	3.141	3.382	7,7
as reported		1.053	(2.124)	2.675	747	874	507	(51,9)	4.799	2.129	(55,6)
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>											
		<b>1.904</b>	<b>893</b>	<b>4.939</b>	<b>1.228</b>	<b>1.302</b>	<b>1.873</b>	<b>(1,6)</b>	<b>4.046</b>	<b>4.403</b>	<b>8,8</b>
Proportional free cash flow		1.607	391	3.939	1.139	1.080	1.561	(2,9)	3.548	3.780	6,5
<b>NET DEBT</b>		<b>48.484</b>	<b>49.959</b>	<b>49.959</b>	<b>49.963</b>	<b>55.249</b>	<b>52.635</b>	<b>8,6</b>	<b>48.484</b>	<b>52.635</b>	<b>8,6</b>

EXCELLENT MARKET POSITION<sup>1</sup>

	Note	Q3	Q4	Q1	Q2	Q3	Change compared to		Change compared to	
		2016	2016	2017	2017	2017	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2</b>	<b>18.187</b>	<b>18.479</b>	<b>18.609</b>	<b>18.728</b>	<b>18.851</b>	<b>123</b>	<b>0,7</b>	<b>664</b>	<b>3,7</b>
Germany		12.835	12.922	12.989	13.035	13.105	70	0,5	270	2,1
Europe		5.352	5.393	5.444	5.509	5.558	49	0,9	206	3,8
Greece		1.603	1.633	1.653	1.680	1.714	34	2,0	111	6,9
Romania		1.198	1.194	1.186	1.191	1.187	(4)	(0,3)	(11)	(0,9)
Hungary		1.014	1.011	1.026	1.047	1.059	12	1,1	45	4,4
Poland		10	10	20	18	17	(1)	(5,6)	7	70,0
Czech Republic		130	132	133	133	133	0	0,0	3	2,3
Croatia		642	649	653	655	654	(1)	(0,2)	12	1,9
Slovakia		496	509	523	532	541	9	1,7	45	9,1
other		258	254	250	253	252	(1)	(0,4)	(6)	(2,3)
Group Development		0	164	176	184	188	4	2,2	188	n.a.
Netherlands	4	0	164	176	184	188	4	2,2	188	n.a.
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3</b>	<b>28.472</b>	<b>28.481</b>	<b>28.310</b>	<b>28.125</b>	<b>27.962</b>	<b>(163)</b>	<b>(0,6)</b>	<b>(510)</b>	<b>(1,8)</b>
Germany		19.873	19.786	19.648	19.477	19.352	(125)	(0,6)	(521)	(2,6)
Europe		8.599	8.531	8.486	8.464	8.422	(42)	(0,5)	(177)	(2,1)
Greece		2.569	2.564	2.547	2.539	2.536	(3)	(0,1)	(33)	(1,3)
Romania		1.998	1.969	1.937	1.922	1.894	(28)	(1,5)	(104)	(5,2)
Hungary		1.650	1.629	1.630	1.637	1.634	(3)	(0,2)	(16)	(1,0)
Poland		20	20	33	31	29	(2)	(6,5)	9	45,0
Czech Republic		147	140	143	146	153	7	4,8	6	4,1
Croatia		1.004	1.001	992	986	974	(12)	(1,2)	(30)	(3,0)
Slovakia		847	850	854	855	855	0	0,0	8	0,9
other		364	358	351	348	345	(3)	(0,9)	(19)	(5,2)
Group Development		0	164	176	184	188	4	2,2	188	n.a.
Netherlands		0	164	176	184	188	4	2,2	188	n.a.
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>		<b>163.026</b>	<b>165.003</b>	<b>165.848</b>	<b>163.091</b>	<b>165.346</b>	<b>2.255</b>	<b>1,4</b>	<b>2.320</b>	<b>1,4</b>
Germany		41.461	41.849	42.114	42.011	42.534	523	1,2	1.073	2,6
United States		69.354	71.455	72.597	69.562	70.731	1.169	1,7	1.377	2,0
Europe		48.508	47.952	47.348	47.688	48.205	517	1,1	(303)	(0,6)
Greece		7.666	7.725	7.733	7.737	7.867	130	1,7	201	2,6
Romania		5.869	5.722	5.428	5.278	5.231	(47)	(0,9)	(638)	(10,9)
Hungary		5.301	5.332	5.304	5.390	5.401	11	0,2	100	1,9
Poland		11.221	10.634	10.229	10.251	10.297	46	0,4	(924)	(8,2)
Czech Republic		6.002	6.049	6.097	6.155	6.176	21	0,3	174	2,9
Croatia		2.332	2.234	2.210	2.237	2.297	60	2,7	(35)	(1,5)
Slovakia		2.226	2.225	2.230	2.235	2.245	10	0,4	19	0,9
Austria		4.365	4.594	4.713	4.984	5.201	217	4,4	836	19,2
other		3.525	3.438	3.404	3.420	3.490	70	2,0	(35)	(1,0)
Group Development		3.703	3.746	3.789	3.830	3.876	46	1,2	173	4,7
Netherlands		3.703	3.746	3.789	3.830	3.876	46	1,2	173	4,7

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

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

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

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

# NOTES

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# DT CONSOLIDATED INCOME STATEMENT ADJUSTED FOR SPECIAL FACTORS

	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change	Q1 - Q3 2016	Q1 - Q3 2017	Change	
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%	
<b>NET REVENUE</b>	<b>18.105</b>	<b>19.543</b>	<b>73.105</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>0,8</b>	<b>53.562</b>	<b>55.787</b>	<b>4,2</b>	
Other operating income	282	280	1.033	251	223	231	(18,1)	753	705	(6,4)	
Changes in inventories	1	(19)	(12)	40	(6)	(3)	n.a.	7	31	n.a.	
Own capitalized costs	531	581	2.111	542	563	563	6,0	1.530	1.668	9,0	
Goods and services purchased	(8.933)	(10.660)	(36.863)	(9.284)	(9.218)	(8.868)	0,7	(26.203)	(27.370)	(4,5)	
Personnel costs	(3.578)	(3.731)	(14.824)	(3.887)	(3.708)	(3.628)	(1,4)	(11.093)	(11.224)	(1,2)	
Other operating expenses	(873)	(729)	(3.130)	(758)	(798)	(826)	5,4	(2.401)	(2.383)	0,7	
Depreciation, amortization, and impairment losses	(3.163)	(3.301)	(12.757)	(3.191)	(3.154)	(2.975)	5,9	(9.456)	(9.320)	1,4	
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>2.372</b>	<b>1.964</b>	<b>8.663</b>	<b>2.359</b>	<b>2.791</b>	<b>2.745</b>	<b>15,7</b>	<b>6.699</b>	<b>7.895</b>	<b>17,9</b>	
EBIT margin (EBIT / net revenue)	%	13,1	10,0	11,9	12,7	14,8	15,0	1,9p	12,5	14,2	1,7p
Profit (loss) from financial activities	(531)	(831)	(2.323)	(1.355)	(515)	(490)	7,7	(1.492)	(2.360)	(58,2)	
of which: finance costs	(647)	(562)	(2.496)	(638)	(512)	(541)	16,4	(1.934)	(1.691)	12,6	
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1.841</b>	<b>1.133</b>	<b>6.340</b>	<b>1.004</b>	<b>2.276</b>	<b>2.256</b>	<b>22,5</b>	<b>5.207</b>	<b>5.535</b>	<b>6,3</b>	
Income taxes	(639)	(213)	(1.858)	0	(753)	(760)	(18,9)	(1.645)	(1.513)	8,0	
<b>PROFIT (LOSS)</b>	<b>1.202</b>	<b>920</b>	<b>4.482</b>	<b>1.004</b>	<b>1.523</b>	<b>1.495</b>	<b>24,4</b>	<b>3.562</b>	<b>4.022</b>	<b>12,9</b>	
Profit (loss) attributable to non-controlling interests	162	(53)	368	64	324	252	55,6	421	640	52,0	
<b>NET PROFIT (LOSS)</b>	<b>1.040</b>	<b>973</b>	<b>4.114</b>	<b>939</b>	<b>1.199</b>	<b>1.244</b>	<b>19,6</b>	<b>3.141</b>	<b>3.382</b>	<b>7,7</b>	



# GROUP

## EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>NET REVENUE</b>		<b>18.105</b>	<b>19.543</b>	<b>73.095</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>0,8</b>	<b>53.552</b>	<b>55.787</b>	<b>4,2</b>
<b>NET PROFIT (LOSS)</b>		<b>1.053</b>	<b>(2.124)</b>	<b>2.675</b>	<b>747</b>	<b>874</b>	<b>507</b>	<b>(51,9)</b>	<b>4.799</b>	<b>2.129</b>	<b>(55,6)</b>
+ Profit (loss) attributable to non-controlling interests		169	(57)	429	62	317	591	n.a.	486	970	n.a.
= Profit (loss)		1.222	(2.181)	3.104	809	1.192	1.098	(10,1)	5.285	3.099	(41,4)
- Income taxes		(394)	(1)	(1.443)	78	(686)	(1.323)	n.a.	(1.442)	(1.931)	(33,9)
= Profit (loss) before income taxes = EBT		1.616	(2.180)	4.547	731	1.877	2.421	49,8	6.727	5.030	(25,2)
- Profit (loss) from financial activities		(540)	(3.117)	(4.617)	(2.040)	(953)	(676)	(25,2)	(1.500)	(3.669)	n.a.
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>2.156</b>	<b>937</b>	<b>9.164</b>	<b>2.771</b>	<b>2.830</b>	<b>3.098</b>	<b>43,7</b>	<b>8.227</b>	<b>8.699</b>	<b>5,7</b>
- Depreciation, amortization and impairment losses		(3.178)	(3.909)	(13.380)	(3.191)	(3.156)	(4.220)	(32,8)	(9.471)	(10.568)	(11,6)
<b>= EBITDA</b>		<b>5.334</b>	<b>4.846</b>	<b>22.544</b>	<b>5.963</b>	<b>5.986</b>	<b>7.318</b>	<b>37,2</b>	<b>17.698</b>	<b>19.267</b>	<b>8,9</b>
EBITDA margin (EBITDA/net revenue)	%	29,5	24,8	30,8	32,0	31,7	40,1	10,6p	33,0	34,5	1,5p
- Special factors affecting EBITDA		(201)	(419)	1.124	412	42	1.598	n.a.	1.543	2.051	32,9
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>5.535</b>	<b>5.265</b>	<b>21.420</b>	<b>5.550</b>	<b>5.944</b>	<b>5.720</b>	<b>3,3</b>	<b>16.155</b>	<b>17.215</b>	<b>6,6</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	30,6	26,9	29,3	29,8	31,5	31,3	0,7p	30,2	30,9	0,7p

# DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change	Q1 - Q3 2016	Q1 - Q3 2017	Change	
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%	
<b>NET REVENUE</b>	<b>18.105</b>	<b>19.543</b>	<b>73.095</b>	<b>18.646</b>	<b>18.890</b>	<b>18.251</b>	<b>0,8</b>	<b>53.552</b>	<b>55.787</b>	<b>4,2</b>	
Other operating income	386	357	4.180	770	479	2.081	n.a.	3.823	3.331	(12,9)	
Changes in inventories	1	(19)	(12)	40	(6)	(3)	n.a.	7	31	n.a.	
Own capitalized costs	532	582	2.112	542	563	563	5,8	1.530	1.668	9,0	
Goods and services purchased	(8.975)	(10.682)	(37.084)	(9.312)	(9.281)	(8.910)	0,7	(26.402)	(27.503)	(4,2)	
Personnel costs	(3.836)	(4.200)	(16.463)	(3.964)	(3.824)	(3.817)	0,5	(12.263)	(11.605)	5,4	
Other operating expenses	(879)	(735)	(3.284)	(761)	(835)	(847)	3,6	(2.549)	(2.443)	4,2	
Depreciation, amortization, and impairment losses	(3.178)	(3.909)	(13.380)	(3.191)	(3.156)	(4.220)	(32,8)	(9.471)	(10.568)	(11,6)	
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>2.156</b>	<b>937</b>	<b>9.164</b>	<b>2.771</b>	<b>2.830</b>	<b>3.098</b>	<b>43,7</b>	<b>8.227</b>	<b>8.699</b>	<b>5,7</b>	
EBIT margin (EBIT / net revenue)	%	11,9	4,8	12,5	14,9	15,0	17,0	5,1p	15,4	15,6	0,2p
Profit (loss) from financial activities	(540)	(3.117)	(4.617)	(2.040)	(953)	(676)	(25,2)	(1.500)	(3.669)	n.a.	
of which: finance costs	(646)	(561)	(2.492)	(637)	(511)	(540)	16,4	(1.931)	(1.688)	12,6	
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1.616</b>	<b>(2.180)</b>	<b>4.547</b>	<b>731</b>	<b>1.877</b>	<b>2.421</b>	<b>49,8</b>	<b>6.727</b>	<b>5.030</b>	<b>(25,2)</b>	
Income taxes	(394)	(1)	(1.443)	78	(686)	(1.323)	n.a.	(1.442)	(1.931)	(33,9)	
<b>PROFIT (LOSS)</b>	<b>1.222</b>	<b>(2.181)</b>	<b>3.104</b>	<b>809</b>	<b>1.192</b>	<b>1.098</b>	<b>(10,1)</b>	<b>5.285</b>	<b>3.099</b>	<b>(41,4)</b>	
Profit (loss) attributable to non-controlling interests	169	(57)	429	62	317	591	n.a.	486	970	n.a.	
<b>NET PROFIT (LOSS)</b>	<b>1.053</b>	<b>(2.124)</b>	<b>2.675</b>	<b>747</b>	<b>874</b>	<b>507</b>	<b>(51,9)</b>	<b>4.799</b>	<b>2.129</b>	<b>(55,6)</b>	

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>0</b>	<b>(10)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(10)</b>	<b>0</b>
Other operating income	1, 2	104	77	3.147	519	256	1.850	3.070	2.626
Changes in inventories		0	0	0	0	0	0	0	0
Own capitalized costs		1	1	1	0	0	0	0	0
Goods and services purchased		(42)	(22)	(221)	(28)	(62)	(42)	(199)	(133)
Personnel costs		(258)	(469)	(1.639)	(77)	(115)	(189)	(1.170)	(381)
Other operating expenses		(6)	(6)	(154)	(2)	(37)	(21)	(148)	(60)
Depreciation, amortization, and impairment losses	3	(15)	(608)	(623)	0	(2)	(1.245)	(15)	(1.247)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>(216)</b>	<b>(1.027)</b>	<b>501</b>	<b>412</b>	<b>40</b>	<b>352</b>	<b>1.528</b>	<b>804</b>
Profit (loss) from financial activities		(9)	(2.286)	(2.294)	(685)	(438)	(187)	(8)	(1.309)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>(225)</b>	<b>(3.313)</b>	<b>(1.793)</b>	<b>(272)</b>	<b>(398)</b>	<b>166</b>	<b>1.520</b>	<b>(505)</b>
Income taxes		245	212	415	78	67	(563)	203	(419)
<b>PROFIT (LOSS)</b>		<b>20</b>	<b>(3.101)</b>	<b>(1.378)</b>	<b>(195)</b>	<b>(331)</b>	<b>(397)</b>	<b>1.723</b>	<b>(923)</b>
Profit (loss) attributable to non-controlling interests		7	(4)	61	(2)	(7)	339	65	330
<b>NET PROFIT (LOSS)</b>		<b>13</b>	<b>(3.097)</b>	<b>(1.439)</b>	<b>(193)</b>	<b>(324)</b>	<b>(736)</b>	<b>1.658</b>	<b>(1.253)</b>

1 Q1/2017: Sale of Strato; Q2/2017: Sale of Scout and DeTe Medien

2 Q3/2017: Income from the settlement with BT (0.2 bn. €); Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

3 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

# GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(305)</b>	<b>(496)</b>	<b>(2.013)</b>	<b>(107)</b>	<b>(215)</b>	<b>(253)</b>	<b>17,0</b>	<b>(1.517)</b>	<b>(574)</b>	<b>62,2</b>
of which: expenses / income for early retirement (civil servants)		(125)	(309)	(1.136)	5	(7)	(7)	94,4	(827)	(8)	n.a.
of which: expenses for severance payments		(83)	(95)	(294)	(35)	(53)	(139)	(67,5)	(199)	(228)	(14,6)
of which: expenses / income for partial retirement		(47)	(51)	(189)	(46)	(53)	(43)	8,5	(138)	(141)	(2,2)
of which: expenses for other personnel restructuring charges		(3)	(7)	(12)	(1)	(1)	0	n.a.	(5)	(2)	60,0
of which: Vivento transfer payments		0	(6)	(7)	0	(1)	(1)	n.a.	(1)	(2)	n.a.
of which: restructuring charges		(9)	(9)	(81)	(12)	(11)	(13)	(44,4)	(72)	(35)	51,4
of which: expenses due to de-consolidations and other asset sales		4	38	(103)	8	7	(10)	n.a.	(141)	4	n.a.
of which: others		(42)	(57)	(191)	(26)	(95)	(40)	4,8	(134)	(161)	(20,1)
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>104</b>	<b>77</b>	<b>3.147</b>	<b>519</b>	<b>256</b>	<b>1.850</b>	<b>n.a.</b>	<b>3.070</b>	<b>2.626</b>	<b>(14,5)</b>
of which: income due to asset sales	1	104	49	3.118	519	256	(1)	n.a.	3.069	774	(74,8)
of which: others	2	0	28	29	0	0	1.852	n.a.	1	1.852	n.a.
<b>EFFECT ON REVENUE</b>		<b>0</b>	<b>0</b>	<b>(10)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>(10)</b>	<b>0</b>	<b>n.a.</b>
<b>EFFECT ON EBITDA</b>		<b>(201)</b>	<b>(419)</b>	<b>1.124</b>	<b>412</b>	<b>42</b>	<b>1.598</b>	<b>n.a.</b>	<b>1.543</b>	<b>2.051</b>	<b>32,9</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT</b>	3	<b>(15)</b>	<b>(608)</b>	<b>(623)</b>	<b>0</b>	<b>(2)</b>	<b>(1.245)</b>	<b>n.a.</b>	<b>(15)</b>	<b>(1.247)</b>	<b>n.a.</b>
of which: restructuring charges		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: expenses due to consolidations and other asset sales		0	0	0	0	0	0	n.a.	0	0	n.a.
of which: others		1	(1)	0	0	0	0	n.a.	1	0	n.a.
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>		<b>(216)</b>	<b>(1.027)</b>	<b>501</b>	<b>412</b>	<b>40</b>	<b>352</b>	<b>n.a.</b>	<b>1.528</b>	<b>804</b>	<b>(47,4)</b>

1 Q1/2017: Sale of Strato; Q2/2017: Sale of Scout and DeTe Medien

2 Q3/2017: Income from the settlement with BT (0.2 bn. €) ; Income from the reversal of impairment on spectrum licenses TM US (1.7 bn. €)

3 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

## GROUP

### DETAILS ON SPECIAL FACTORS II

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		<b>(9)</b>	<b>(2.286)</b>	<b>(2.294)</b>	<b>(685)</b>	<b>(438)</b>	<b>(187)</b>	n.a.	<b>(8)</b>	<b>(1.309)</b>	n.a.
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		<b>(225)</b>	<b>(3.313)</b>	<b>(1.793)</b>	<b>(272)</b>	<b>(398)</b>	<b>166</b>	n.a.	<b>1.520</b>	<b>(505)</b>	n.a.
<b>EFFECT ON TAXES</b>		<b>245</b>	<b>212</b>	<b>415</b>	<b>78</b>	<b>67</b>	<b>(563)</b>	n.a.	<b>203</b>	<b>(419)</b>	n.a.
Tax effect of special factors within EBIT		84	132	548	28	48	76	(9,5)	416	151	(63,7)
Tax effect of special factors on profit (loss) from financial activities		161	80	(133)	50	19	(639)	n.a.	(213)	(570)	n.a.
Other tax effects		0	0	0	0	0	0	n.a.	0	0	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON- CONTROLLING INTERESTS</b>		<b>7</b>	<b>(4)</b>	<b>61</b>	<b>(2)</b>	<b>(7)</b>	<b>339</b>	n.a.	<b>65</b>	<b>330</b>	n.a.
<b>EFFECT ON NET PROFIT (LOSS)</b>		<b>13</b>	<b>(3.097)</b>	<b>(1.439)</b>	<b>(193)</b>	<b>(324)</b>	<b>(736)</b>	n.a.	<b>1.658</b>	<b>(1.253)</b>	n.a.

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

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE	
		Q3 2016 Note millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	Systems Solutions millions of €	GHS millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €					Systems Solutions millions of €
NET REVENUE	18.105	23	0	0	0	23	0	0	67	0	0	0	32	0	35	(44)	18.061	18.251	1,1
PROFIT (LOSS) FROM OPERATIONS = EBIT	2.156	(6)	0	0	0	(6)	0	0	15	0	0	0	8	0	7	(21)	2.135	3.098	45,1
Profit (loss) from financial activities	(540)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(540)	(676)	25,2
of which finance costs	(646)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(646)	(540)	(16,4)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	1.616	(6)	0	0	0	(6)	0	0	15	0	0	0	8	0	7	(21)	1.595	2.421	51,8
Income taxes	(394)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(394)	(1.323)	n.a.
PROFIT (LOSS)	1.222	(6)	0	0	0	(6)	0	0	15	0	0	0	8	0	7	(21)	1.201	1.098	(8,6)

## 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
		Q1-Q3 2016	Total	Germany	United States	Europe	Group Development	Systems Solutions	GHS	Total	Germany	United States	Europe	Group Development	Systems 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 €	%	
NET REVENUE	53,552	67	0	0	0	67	0	0	110	0	0	0	64	0	46	(43)	53,509	55,787	4.3
PROFIT (LOSS) FROM OPERATIONS = EBIT	8,227	(15)	0	0	0	(15)	0	0	24	0	0	0	16	0	8	(39)	8,188	8,699	6.2
Profit (loss) from financial activities	(1,500)	0	0	0	0	0	0	0	1	0	0	0	1	0	(1)	(1,501)	(3,669)	n.a.	
of which finance costs	(1,931)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1,931)	(1,688)	(12.6)	
PROFIT (LOSS) BEFORE INCOME TAXES = EBT	6,727	(15)	0	0	0	(15)	0	0	25	0	0	0	17	0	8	(40)	6,687	5,030	(24.8)
Income taxes	(1,442)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(1,442)	(1,931)	-33.9	
PROFIT (LOSS)	5,285	(15)	0	0	0	(15)	0	0	25	0	0	0	17	0	8	(40)	5,245	3,099	(40.9)

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

	Note	Sep. 30 2016 millions of €	Dec. 31 2016 millions of €	Mar. 31 2017 millions of €	Jun. 30 2017 millions of €	Sep. 30 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
<b>CURRENT ASSETS</b>		<b>23.891</b>	<b>26.638</b>	<b>27.663</b>	<b>17.808</b>	<b>18.344</b>	<b>3,0</b>	<b>(23,2)</b>
Cash and cash equivalents		7.527	7.747	9.542	2.441	2.860	17,2	(62,0)
Trade and other receivables		8.607	9.362	9.093	9.161	9.196	0,4	6,8
Current recoverable income taxes		105	218	192	181	160	(11,6)	52,4
Other financial assets		4.194	5.713	4.907	2.116	2.442	15,4	(41,8)
Inventories		1.599	1.629	1.646	1.729	1.520	(12,1)	(4,9)
Current and non-current assets and disposal groups held for sale		250	372	148	204	371	81,9	48,4
Other assets		1.609	1.597	2.136	1.975	1.795	(9,1)	11,6
<b>NON-CURRENT ASSETS</b>		<b>119.226</b>	<b>121.847</b>	<b>120.961</b>	<b>123.682</b>	<b>121.497</b>	<b>(1,8)</b>	<b>1,9</b>
Intangible assets		58.951	60.599	60.269	64.809	63.577	(1,9)	7,8
Property, plant and equipment		45.148	46.758	46.788	46.203	46.081	(0,3)	2,1
Investments accounted for using the equity method		782	725	722	606	601	(0,8)	(23,1)
Other financial assets		8.583	7.886	6.971	6.417	5.963	(7,1)	(30,5)
Deferred tax assets		5.136	5.210	5.477	4.898	4.498	(8,2)	(12,4)
Other assets		626	669	733	748	778	4,0	24,3
<b>TOTAL ASSETS</b>		<b>143.117</b>	<b>148.485</b>	<b>148.624</b>	<b>141.490</b>	<b>139.841</b>	<b>(1,2)</b>	<b>(2,3)</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Change	Change
	Note	2016	2016	2017	2017	2017	compared to	compared to
		millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
<b>LIABILITIES</b>		<b>105.496</b>	<b>109.640</b>	<b>108.806</b>	<b>102.896</b>	<b>100.787</b>	<b>(2,0)</b>	<b>(4,5)</b>
<b>CURRENT LIABILITIES</b>		<b>26.010</b>	<b>33.126</b>	<b>32.375</b>	<b>27.200</b>	<b>25.937</b>	<b>(4,6)</b>	<b>(0,3)</b>
Financial liabilities		8.959	14.422	14.871	10.351	9.250	(10,6)	3,2
Trade and other payables		8.893	10.441	8.983	8.735	8.516	(2,5)	(4,2)
Income tax liabilities		247	222	238	358	341	(4,7)	38,1
Other provisions		2.850	3.068	3.076	2.796	2.953	5,6	3,6
Liabilities directly associated with non-current assets and disposal groups held for sale		99	194	133	0	0	n.a.	n.a.
Other liabilities		4.962	4.779	5.075	4.959	4.877	(1,7)	(1,7)
<b>NON-CURRENT LIABILITIES</b>		<b>79.486</b>	<b>76.514</b>	<b>76.431</b>	<b>75.696</b>	<b>74.850</b>	<b>(1,1)</b>	<b>(5,8)</b>
Financial liabilities		53.349	50.228	50.402	50.638	49.387	(2,5)	(7,4)
Provisions for pensions and other employee benefits		9.091	8.451	8.293	8.113	8.185	0,9	(10,0)
Other provisions		3.189	3.320	3.285	3.215	3.220	0,2	1,0
Deferred tax liabilities		9.514	10.007	10.025	9.582	10.060	5,0	5,7
Other liabilities		4.343	4.508	4.427	4.148	3.999	(3,6)	(7,9)
<b>SHAREHOLDERS' EQUITY</b>		<b>37.621</b>	<b>38.845</b>	<b>39.818</b>	<b>38.594</b>	<b>39.055</b>	<b>1,2</b>	<b>3,8</b>
Issued capital		11.973	11.973	11.973	12.189	12.189	0,0	1,8
Capital reserves		53.348	53.356	53.349	54.574	54.638	0,1	2,4
Retained earnings incl. carryforwards		(39.174)	(38.727)	(35.971)	(38.622)	(38.656)	(0,1)	1,3
Total other comprehensive income		(2.459)	78	145	(558)	(1.055)	(89,1)	57,1
Net profit (loss)		4.799	2.675	747	1.621	2.129	31,3	(55,6)
Treasury shares		(50)	(50)	(50)	(49)	(49)	0,0	2,0
Non-controlling interests		9.184	9.540	9.625	9.439	9.859	4,4	7,3
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>143.117</b>	<b>148.485</b>	<b>148.624</b>	<b>141.490</b>	<b>139.841</b>	<b>(1,2)</b>	<b>(2,3)</b>

# DT GROUP

## PROVISIONS FOR PENSIONS

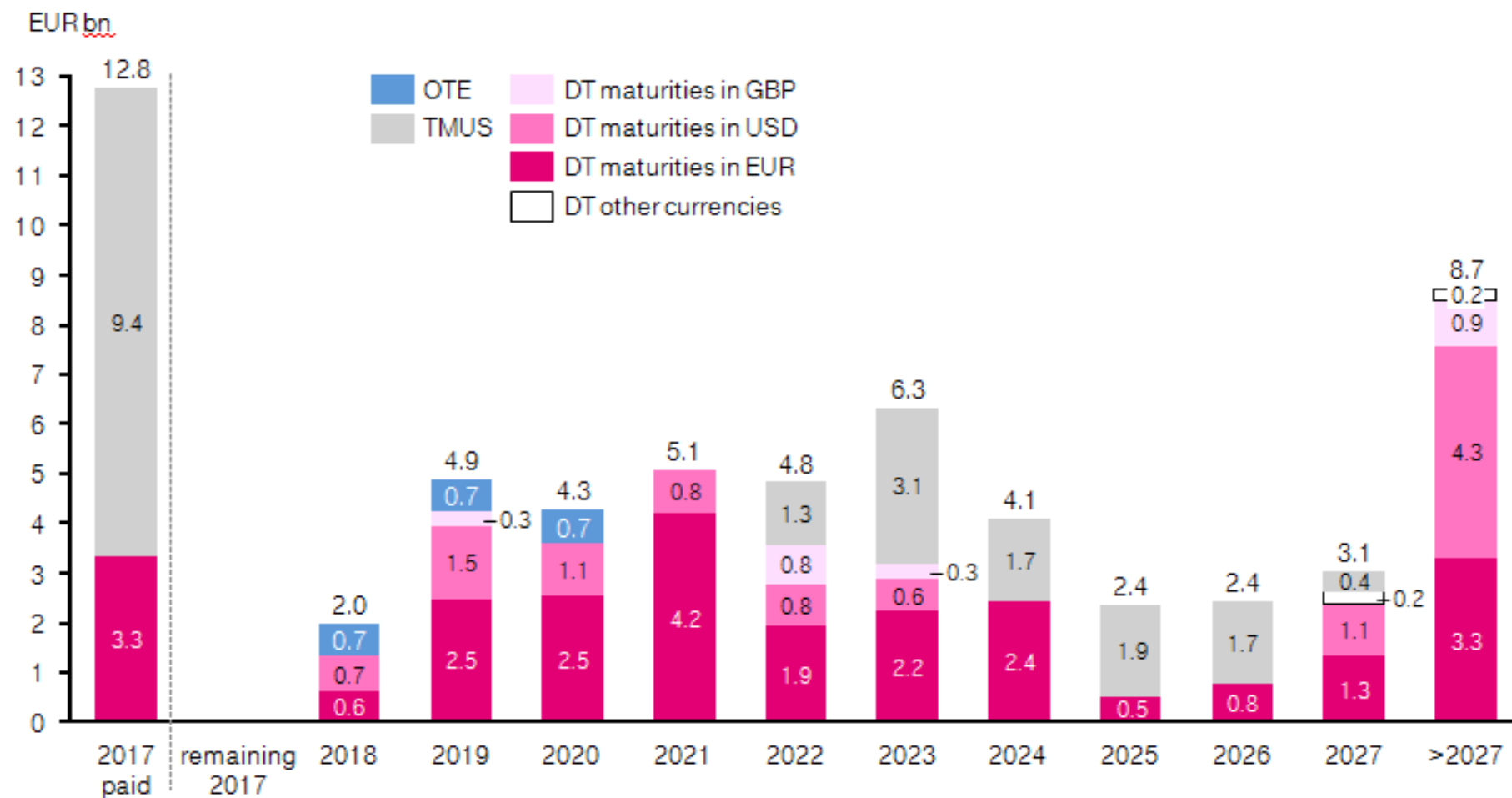
		2016 millions of €	2015 millions of €	2014 millions of €	2013 millions of €	2012 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	<b>1</b>	11.427	10.753	10.940	8.965	8.973
Plan assets		(2.990)	(2.744)	(2.498)	(1.973)	(1.680)
Others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

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

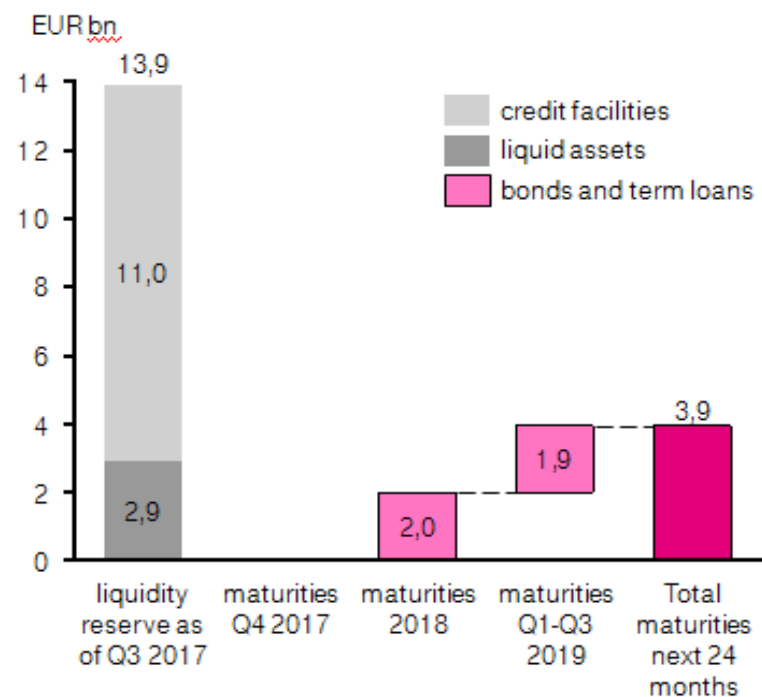
2 The sum of payments through plan assets and the benefit paid through provisions equal the "benefits paid" in "Change in the present value of the obligation".

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

# WELL-BALANCED MATURITY PROFILE AS OF SEPTEMBER 30, 2017



# STRONG LIQUIDITY AS OF SEPTEMBER 30, 2017



- EUR 12.9 bn firm bilateral lines available
  - unconditionally committed
  - no MAC clauses
  - diversified: 22 banks
  - 3 year tenor, staggered maturities
  
- CPs outstanding EUR 1.9 bn
- Residual undrawn amount EUR 11.0 bn
- Maturities of next 24 months several times covered

# DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

## DT's funding support as of September 30<sup>th</sup> 2017

---

- USD 10.6bn unsecured HY bonds (disbursed)
  - USD 2.5bn Revolving Credit Facility, thereof 1.5bn secured (undrawn)
  - USD 4.0bn secured term loan (disbursed)
- 

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

In addition, TMUS has issued USD 11.9bn High Yield bonds to external investors

## Positive credit implications

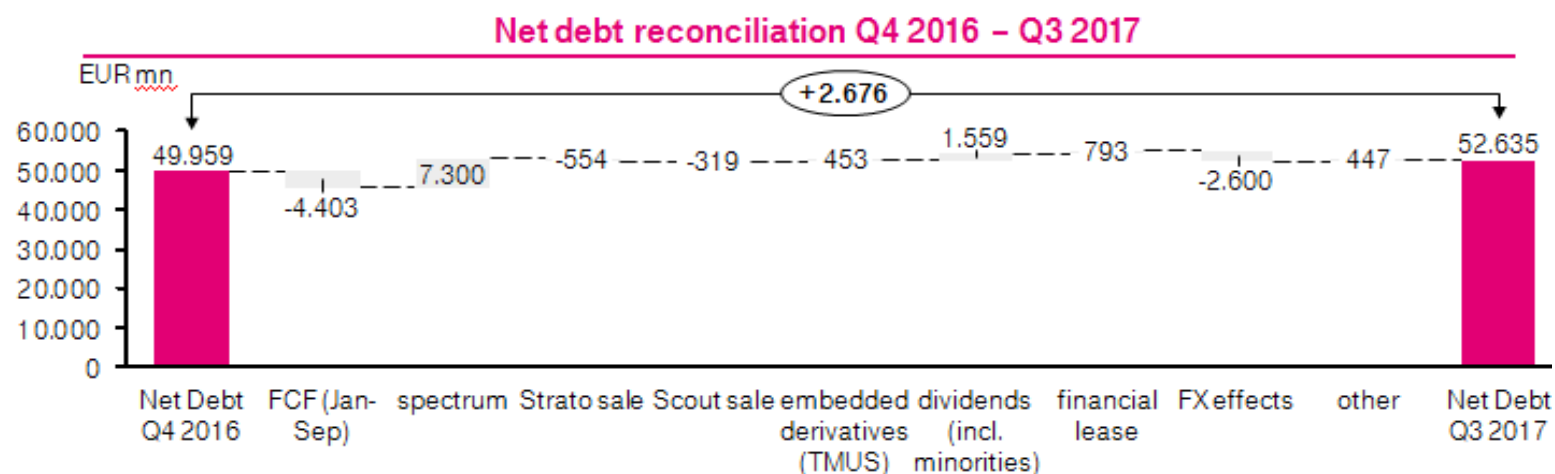
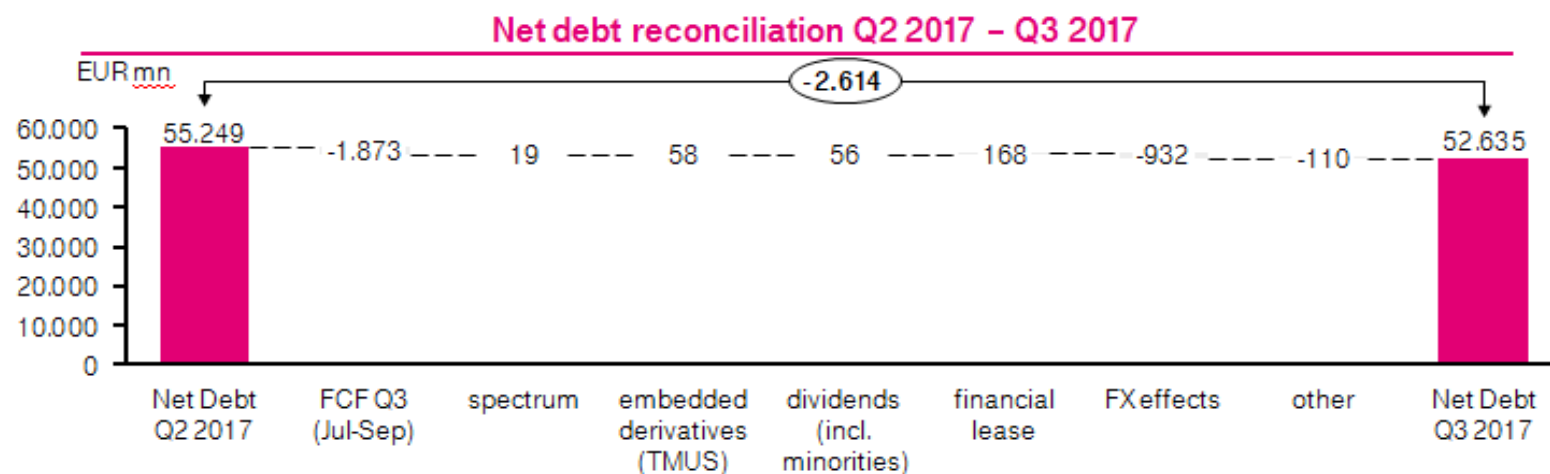
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- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

# GROUP NET DEBT

	Note	Sep. 30, 2016 millions of €	Dec. 31, 2016 millions of €	Mar. 31, 2017 millions of €	Jun. 30, 2017 millions of €	Sep. 30, 2017 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		49.014	50.090	52.791	48.450	46.816	(3,4)	(4,5)
Other financial liabilities		11.673	12.576	10.860	10.998	10.461	(4,9)	(10,4)
<b>GROSS DEBT</b>		<b>60.687</b>	<b>62.666</b>	<b>63.651</b>	<b>59.448</b>	<b>57.277</b>	<b>(3,7)</b>	<b>(5,6)</b>
Cash and cash equivalents		7.527	7.747	9.542	2.441	2.860	17,2	(62,0)
Available-for-sale/held-for-trading financial assets		99	10	7	7	7	n.a.	(92,9)
Other financial assets		4.577	4.950	4.139	1.751	1.775	1,4	(61,2)
<b>NET DEBT</b>		<b>48.484</b>	<b>49.959</b>	<b>49.963</b>	<b>55.249</b>	<b>52.635</b>	<b>(4,7)</b>	<b>8,6</b>

# NET DEBT DEVELOPMENT Q3 2017



# DT GROUP

## CASH CAPEX

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		1.045	1.228	4.031	1.005	1.052	1.052	0,7	2.803	3.109	10,9
United States		1.671	1.177	5.855	1.442	8.463	1.243	(25,6)	4.678	11.148	n.a.
Europe		876	413	2.600	475	403	395	(54,9)	2.187	1.273	(41,8)
Systems Solutions		85	143	402	86	91	87	2,4	259	264	1,9
Group Development		69	69	271	81	57	76	10,1	202	215	6,3
Group Headquarters & Group Services		222	279	936	242	239	231	4,1	656	712	8,5
Reconciliation		(84)	(153)	(455)	(51)	(65)	(63)	25,0	(302)	(180)	40,4
<b>GROUP</b>	<b>1</b>	<b>3.885</b>	<b>3.156</b>	<b>13.640</b>	<b>3.280</b>	<b>10.240</b>	<b>3.021</b>	<b>(22,2)</b>	<b>10.484</b>	<b>16.541</b>	<b>57,8</b>
- thereof spectrum investment		1.146	432	2.682	35	7.246	19	(98,3)	2.250	7.300	n.a.

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



# DT GROUP

## FREE CASH FLOW

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
Net profit (loss)		1.053	(2.124)	2.675	747	874	507	(51,9)	4.799	2.129	(55,6)
Profit (loss) attributable to non-controlling interests		169	(57)	429	62	317	591	n.a.	486	970	99,6
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>1.222</b>	<b>(2.181)</b>	<b>3.104</b>	<b>809</b>	<b>1.192</b>	<b>1.098</b>	<b>(10,1)</b>	<b>5.285</b>	<b>3.099</b>	<b>(41,4)</b>
Depreciation, amortization and impairment losses		3.178	3.909	13.380	3.191	3.156	4.220	32,8	9.471	10.568	11,6
Income tax expense/(benefit)		394	1	1.443	(78)	686	1.323	n.a.	1.442	1.931	33,9
Interest (income) and interest expenses		646	561	2.492	637	511	540	(16,4)	1.931	1.688	(12,6)
Other financial (income) expense		(107)	2.503	2.072	1.406	445	139	n.a.	(431)	1.990	n.a.
Share of (profit) loss of associates and joint ventures accounted for using the equity method		1	53	53	(4)	(3)	(3)	n.a.	0	(10)	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	0	(7)	(519)	(31)	2	n.a.	(7)	(548)	n.a.
(Income) loss from the sale of stakes accounted for using the equity method (EE)		12	(41)	(2.591)	0	(226)	0	(100)	(2.550)	(226)	(91)
Other non-cash transactions		94	58	316	119	66	(1.742)	n.a.	258	(1.557)	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(108)	12	(495)	(33)	(2)	19	n.a.	(507)	(16)	(97)
Change in assets carried as working capital		410	(1.244)	(1.000)	358	(467)	(26)	n.a.	244	(135)	n.a.
Change in provisions		(14)	174	(234)	(70)	(256)	154	n.a.	(408)	(171)	(58,1)
Change in other liabilities carried as working capital		(580)	262	(510)	(531)	(31)	(441)	(24,0)	(772)	(1.003)	29,9
Income taxes received (paid)		(113)	(147)	(527)	(80)	(100)	(204)	80,5	(380)	(384)	1,1
Dividends received		150	1	331	75	13	153	2,0	330	241	(27,0)
Net payments from entering into or canceling interest rate swaps		0	0	289	0	0	0	n.a.	289	0	(100)
<b>CASH GENERATED FROM OPERATIONS</b>		<b>5.185</b>	<b>3.921</b>	<b>18.116</b>	<b>5.280</b>	<b>4.955</b>	<b>5.232</b>	<b>0,9</b>	<b>14.195</b>	<b>15.468</b>	<b>9,0</b>
Interest received (paid)		(628)	(372)	(2.583)	(926)	(752)	(424)	(32,5)	(2.211)	(2.102)	(4,9)
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>4.557</b>	<b>3.549</b>	<b>15.533</b>	<b>4.355</b>	<b>4.204</b>	<b>4.808</b>	<b>5,5</b>	<b>11.984</b>	<b>13.367</b>	<b>11,5</b>
Cash outflows for investments in (proceeds from disposal of)		(2.653)	(2.656)	(10.594)	(3.127)	(2.903)	(2.935)	10,6	(7.938)	(8.965)	12,9
Intangible assets		(1.862)	(1.209)	(5.602)	(718)	(7.983)	(682)	(63,4)	(4.393)	(9.383)	n.a.
Property, plant and equipment		(1.937)	(1.879)	(7.674)	(2.444)	(2.166)	(2.272)	17,3	(5.795)	(6.882)	18,8
Spectrum investment		1.146	432	2.682	35	7.246	19	(98,3)	2.250	7.300	n.a.
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)</b>		<b>1.904</b>	<b>893</b>	<b>4.939</b>	<b>1.228</b>	<b>1.301</b>	<b>1.873</b>	<b>(1,6)</b>	<b>4.046</b>	<b>4.403</b>	<b>8,8</b>

# DT GROUP PERSONNEL

AT REPORTING DATE	Note	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Change compared to		Change compared to	
		2016	2016	2017	2017	2017	prior quarter		prior year	
							abs.	%	abs.	%
Germany		66.677	65.452	64.973	64.560	64.388	(172)	(0,3)	(2.289)	(3,4)
United States		44.148	44.820	42.925	43.566	44.394	828	1,9	246	0,6
Europe		46.576	46.808	47.378	47.610	47.579	(31)	(0,1)	1.003	2,2
Systems Solutions		37.342	37.472	37.839	37.801	37.596	(205)	(0,5)	254	0,7
Group Development		2.708	2.572	2.549	1.980	1.949	(31)	(1,6)	(759)	(28,0)
Group Headquarters & Group Services		21.804	21.216	20.884	20.618	20.436	(182)	(0,9)	(1.368)	(6,3)
<b>GROUP</b>		<b>219.254</b>	<b>218.341</b>	<b>216.548</b>	<b>216.135</b>	<b>216.343</b>	<b>208</b>	<b>0,1</b>	<b>(2.911)</b>	<b>(1,3)</b>
of which: Domestic		106.620	104.662	104.231	103.014	102.652	(362)	(0,4)	(3.968)	(3,7)
of which: Civil servants (in Germany, with an active service relationship)		16.656	15.999	15.871	15.846	15.726	(120)	(0,8)	(930)	(5,6)
of which: International		112.634	113.679	112.317	113.121	113.690	569	0,5	1.056	0,9

AVERAGE	Note	Q3	Q4	Q1	Q2	Q3	Change compared to	
		2016	2016	2017	2017	2017	prior year	
							abs.	%
Germany		66.800	66.009	65.040	64.539	64.491	(2.309)	(3,5)
United States		43.883	44.262	43.497	43.237	43.839	(44)	(0,1)
Europe		46.500	46.766	47.130	47.509	47.621	1.121	2,4
Systems Solutions		37.234	37.404	37.840	37.775	37.578	344	0,9
Group Development		2.713	2.594	2.599	1.989	1.956	(757)	(27,9)
Group Headquarters & Group Services		21.899	21.576	20.920	20.813	20.503	(1.396)	(6,4)
<b>GROUP</b>		<b>219.029</b>	<b>218.610</b>	<b>217.026</b>	<b>215.862</b>	<b>215.988</b>	<b>(3.041)</b>	<b>(1,4)</b>
of which: Domestic		106.785	105.607	104.359	103.167	102.737	(4.048)	(3,8)
of which: Civil servants (in Germany, with an active service relationship)		16.788	16.361	15.906	15.850	15.762	(1.026)	(6,1)
of which: International		112.244	113.003	112.684	112.695	113.251	1.007	0,9

# EXCHANGE RATES

## AVERAGE

	Q3 2016 1 €	Q4 2016 1 €	FY 2016 1 €	Q1 2017 1 €	Q2 2017 1 €	Q3 2017 1 €
US Dollar (USD)	1,11651	1,07782	1,10662	1,06469	1,08192	1,17453
British pound (GBP)	0,84983	0,86825	0,81965	0,86005	0,86026	0,89786
Czech korunas (CZK)	27,02924	27,02775	27,03349	27,02065	26,81334	26,08514
Croatian kunas (HRK)	7,49342	7,52327	7,53365	7,46718	7,45359	7,42567
Hungarian forints (HUF)	310,99477	309,38976	311,39281	309,09362	309,46069	306,41761
Macedonian Denar (MKD)	61,59835	61,57615	61,59350	61,56872	61,58923	61,58090
Polish Zloty (PLN)	4,33814	4,38094	4,36308	4,32077	4,27205	4,25847
Romanian leu (RON)	4,46495	4,50832	4,49035	4,52137	4,53608	4,58230

## END OF PERIOD

	Sep. 30 2016 1 €	Dec. 31 2016 1 €	Mar. 31 2017 1 €	Jun. 30 2017 1 €	Sep. 30 2017 1 €
US Dollar (USD)	1,11640	1,05405	1,06830	1,14060	1,18135
British pound (GBP)	0,86160	0,85515	0,85580	0,87880	0,88220
Czech korunas (CZK)	27,02150	27,01943	27,02700	26,20650	25,93751
Croatian kunas (HRK)	7,52305	7,55583	7,43710	7,41075	7,49423
Hungarian forints (HUF)	309,86000	309,96987	307,89500	309,35000	311,04489
Macedonian Denar (MKD)	61,58000	61,57000	61,57000	62,53000	61,64012
Polish Zloty (PLN)	4,31830	4,41368	4,22070	4,22900	4,31390
Romanian leu (RON)	4,45380	4,54055	4,55275	4,55450	4,59920

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



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# GERMANY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.485</b>	<b>5.565</b>	<b>21.784</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.218</b>	<b>16.256</b>	<b>0,2</b>
<b>NET REVENUE</b>		<b>5.134</b>	<b>5.210</b>	<b>20.415</b>	<b>5.069</b>	<b>5.036</b>	<b>5.139</b>	<b>0,1</b>	<b>15.205</b>	<b>15.244</b>	<b>0,3</b>
<b>EBITDA</b>		<b>2.095</b>	<b>2.013</b>	<b>8.237</b>	<b>2.070</b>	<b>2.100</b>	<b>2.190</b>	<b>4,5</b>	<b>6.224</b>	<b>6.360</b>	<b>2,2</b>
EBITDA margin (EBITDA / total revenue)	%	38,2	36,2	37,8	38,4	39,1	39,9	1,7p	38,4	39,1	0,7p
Depreciation, amortization and impairment losses		(912)	(937)	(3.703)	(935)	(953)	(963)	(5,6)	(2.766)	(2.851)	(3,1)
Profit (loss) from operations = EBIT		1.183	1.076	4.534	1.135	1.147	1.227	3,7	3.458	3.509	1,5
<b>CASH CAPEX</b>		<b>1.045</b>	<b>1.228</b>	<b>4.031</b>	<b>1.005</b>	<b>1.052</b>	<b>1.052</b>	<b>0,7</b>	<b>2.803</b>	<b>3.109</b>	<b>10,9</b>
<b>CASH CONTRIBUTION</b>		<b>1.050</b>	<b>785</b>	<b>4.206</b>	<b>1.065</b>	<b>1.048</b>	<b>1.138</b>	<b>8,4</b>	<b>3.421</b>	<b>3.251</b>	<b>(5,0)</b>

## FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.485</b>	<b>5.565</b>	<b>21.774</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.208</b>	<b>16.256</b>	<b>0,3</b>
<b>NET REVENUE</b>		<b>5.134</b>	<b>5.210</b>	<b>20.405</b>	<b>5.069</b>	<b>5.036</b>	<b>5.139</b>	<b>0,1</b>	<b>15.195</b>	<b>15.244</b>	<b>0,3</b>
<b>EBITDA</b>		<b>1.972</b>	<b>1.763</b>	<b>7.327</b>	<b>2.021</b>	<b>1.995</b>	<b>2.116</b>	<b>7,3</b>	<b>5.564</b>	<b>6.132</b>	<b>10,2</b>
EBITDA margin (EBITDA / total revenue)	%	36,0	31,7	33,7	37,4	37,1	38,6	2,6p	34,3	37,7	3,4p
Depreciation, amortization and impairment losses		(912)	(937)	(3.703)	(935)	(953)	(963)	(5,6)	(2.766)	(2.851)	(3,1)
Profit (loss) from operations = EBIT		1.060	826	3.624	1.086	1.042	1.153	8,8	2.798	3.281	17,3
<b>CASH CAPEX</b>		<b>1.045</b>	<b>1.228</b>	<b>4.031</b>	<b>1.005</b>	<b>1.052</b>	<b>1.052</b>	<b>0,7</b>	<b>2.803</b>	<b>3.109</b>	<b>10,9</b>
<b>CASH CONTRIBUTION</b>		<b>927</b>	<b>535</b>	<b>3.296</b>	<b>1.016</b>	<b>943</b>	<b>1.064</b>	<b>14,8</b>	<b>2.761</b>	<b>3.023</b>	<b>9,5</b>

## GERMANY

### EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.485</b>	<b>5.565</b>	<b>21.774</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.208</b>	<b>16.256</b>	<b>0,3</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>5.485</b>	<b>5.565</b>	<b>21.784</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.218</b>	<b>16.256</b>	<b>0,2</b>
Profit (loss) from operations = EBIT		1.060	826	3.624	1.086	1.042	1.153	8,8	2.798	3.281	17,3
- Depreciation, amortization and impairment losses		(912)	(937)	(3.703)	(935)	(953)	(963)	(5,6)	(2.766)	(2.851)	(3,1)
<b>= EBITDA</b>		<b>1.972</b>	<b>1.763</b>	<b>7.327</b>	<b>2.021</b>	<b>1.995</b>	<b>2.116</b>	<b>7,3</b>	<b>5.564</b>	<b>6.132</b>	<b>10,2</b>
EBITDA margin	%	36,0	31,7	33,7	37,4	37,1	38,6	2,6p	34,3	37,7	3,4p
- Special factors affecting EBITDA		(123)	(250)	(910)	(49)	(105)	(74)	39,8	(660)	(228)	65,5
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.095</b>	<b>2.013</b>	<b>8.237</b>	<b>2.070</b>	<b>2.100</b>	<b>2.190</b>	<b>4,5</b>	<b>6.224</b>	<b>6.360</b>	<b>2,2</b>
EBITDA margin (adjusted for special factors)	%	38,2	36,2	37,8	38,4	39,1	39,9	1,7p	38,4	39,1	0,7p

## SPECIAL FACTORS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(123)</b>	<b>(250)</b>	<b>(910)</b>	<b>(49)</b>	<b>(105)</b>	<b>(74)</b>	<b>39,8</b>	<b>(660)</b>	<b>(228)</b>	<b>65,5</b>
- of which personnel		(117)	(238)	(854)	(37)	(54)	(64)	45,3	(616)	(155)	74,8
- of which other		(6)	(12)	(56)	(12)	(51)	(10)	(66,7)	(44)	(73)	(65,9)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(123)</b>	<b>(250)</b>	<b>(910)</b>	<b>(49)</b>	<b>(105)</b>	<b>(74)</b>	<b>39,8</b>	<b>(660)</b>	<b>(228)</b>	<b>65,5</b>
- of which personnel		(117)	(238)	(854)	(37)	(54)	(64)	45,3	(616)	(155)	74,8
- of which other		(6)	(12)	(56)	(12)	(51)	(10)	(66,7)	(44)	(73)	(65,9)

# GERMANY OPERATIONALS

	Note	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	( <sup>000</sup> ) 1	19.873	19.786	19.648	19.477	19.352	(2,6)
retail IP-based	( <sup>000</sup> ) 1	8.435	9.042	9.801	10.351	11.177	32,5
Broadband	( <sup>000</sup> ) 1	12.835	12.922	12.989	13.035	13.105	2,1
Fiber	( <sup>000</sup> ) 1,2	3.857	4.250	4.693	5.033	5.417	40,4
TV (incl. IPTV, SAT)	( <sup>000</sup> ) 1	2.818	2.879	2.955	3.024	3.089	9,6
ULLs	( <sup>000</sup> ) 1	7.431	7.195	6.952	6.723	6.417	(13,6)
Wholesale bundled	( <sup>000</sup> ) 1	179	165	148	125	109	(39,1)
Wholesale unbundled	( <sup>000</sup> ) 1	3.905	4.212	4.554	4.855	5.206	33,3
Fiber	( <sup>000</sup> )	2.274	2.555	2.887	3.169	3.485	53,3
<b>MOBILE CUSTOMERS</b>	<b>3</b>						
Total	( <sup>000</sup> )	41.461	41.849	42.114	42.011	42.534	2,6
- contract	( <sup>000</sup> )	24.705	25.219	25.270	25.084	25.452	3,0
- prepaid	( <sup>000</sup> )	16.756	16.630	16.844	16.927	17.082	1,9

# GERMANY MOBILE COMMUNICATIONS KPIS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,6</b>	<b>1,7</b>	<b>1,6</b>	<b>1,7</b>	<b>1,9</b>	<b>1,3</b>	<b>(0,3p)</b>
- contract	(%)	1,4	1,6	1,6	1,9	2,3	1,1	(0,3p)
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>73</b>	<b>81</b>	<b>78</b>	<b>73</b>	<b>75</b>	<b>92</b>	<b>26,0</b>
- contract	(€)	96	112	110	106	107	154	60,4
- prepaid	(€)	17	14	15	9	11	10	(41,2)
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>238</b>	<b>275</b>	<b>266</b>	<b>254</b>	<b>263</b>	<b>226</b>	<b>(5,0)</b>
<b>ARPU</b>	<b>(€)</b>	<b>14</b>	<b>13</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	21	20	21	20	20	21	0,0
- prepaid	(€)	3	3	3	3	3	3	0,0
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>89</b>	<b>88</b>	<b>89</b>	<b>89</b>	<b>89</b>	<b>89</b>	<b>0,0</b>
- contract	(min)	140	137	139	138	138	138	(1,4)

1 Figures do not add up.

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

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



# GERMANY

## REVENUE SPLIT - PRODUCTS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>GERMANY</b>		<b>5.485</b>	<b>5.565</b>	<b>21.774</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.208</b>	<b>16.256</b>	<b>0,3</b>
<b>FIXED NETWORK CORE BUSINESS</b>		<b>2.394</b>	<b>2.434</b>	<b>9.659</b>	<b>2.392</b>	<b>2.385</b>	<b>2.379</b>	<b>(0,6)</b>	<b>7.225</b>	<b>7.156</b>	<b>(1,0)</b>
of which Fixed Revenues		1.745	1.739	6.992	1.734	1.722	1.716	(1,7)	5.253	5.173	(1,5)
Voice only revenues		439	429	1.776	420	409	402	(8,4)	1.347	1.232	(8,5)
Broadband revenues		994	993	3.976	986	979	972	(2,2)	2.983	2.938	(1,5)
TV revenues		312	317	1.240	328	334	342	9,6	923	1.003	8,7
of which Variable Revenues		216	213	880	198	191	186	(13,9)	667	576	(13,6)
of which Revenues from add-on options		48	48	196	46	46	48	0,0	149	140	(6,0)
thereof revenues from voice centric options		15	14	62	14	13	13	(13,3)	48	40	(16,7)
thereof revenues from broadband centric options		16	16	66	16	15	15	(6,3)	50	46	(8,0)
thereof revenues from TV centric options		17	17	68	17	17	17	0,0	51	51	0,0
of which Revenues from devices (fixed line)		121	124	478	127	131	132	9,1	354	390	10,2
thereof revenues from sale of devices and accessories (Fixed line)		33	33	127	32	33	31	(6,1)	94	95	1,1
<b>MOBILE COMMUNICATIONS</b>		<b>2.054</b>	<b>2.072</b>	<b>7.955</b>	<b>1.972</b>	<b>1.950</b>	<b>2.053</b>	<b>(0,0)</b>	<b>5.883</b>	<b>5.975</b>	<b>1,6</b>
of which Service Revenues		1.697	1.667	6.669	1.635	1.669	1.713	0,9	5.002	5.018	0,3
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>850</b>	<b>855</b>	<b>3.407</b>	<b>848</b>	<b>852</b>	<b>874</b>	<b>2,8</b>	<b>2.552</b>	<b>2.574</b>	<b>0,9</b>
of which access full ULL		246	238	1.007	231	222	214	(13,0)	769	667	(13,3)
of which bundled and unbundled access line		226	239	903	257	267	289	27,9	664	813	22,4
<b>ONLINE CONSUMER SERVICES</b>		<b>0</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>49</b>	<b>52</b>	<b>205</b>	<b>49</b>	<b>47</b>	<b>47</b>	<b>(4,1)</b>	<b>153</b>	<b>144</b>	<b>(5,9)</b>
<b>OTHERS</b>		<b>137</b>	<b>151</b>	<b>546</b>	<b>136</b>	<b>136</b>	<b>136</b>	<b>(0,7)</b>	<b>395</b>	<b>408</b>	<b>3,3</b>

## REVENUE SPLIT - SEGMENTS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>GERMANY</b>		<b>5.485</b>	<b>5.565</b>	<b>21.774</b>	<b>5.397</b>	<b>5.371</b>	<b>5.488</b>	<b>0,1</b>	<b>16.208</b>	<b>16.256</b>	<b>0,3</b>
Consumer		2.967	2.988	11.739	2.918	2.878	2.964	(0,1)	8.752	8.759	0,1
Business customers	1	1.489	1.537	5.923	1.465	1.473	1.486	(0,2)	4.386	4.430	1,0
Wholesale		933	938	3.742	926	928	947	1,5	2.804	2.802	(0,1)
Others	1	96	102	370	88	92	91	(5,2)	266	265	(0,4)

1 Due to reorganisation partial shift from „Others“ to „Business customers“ from Q3/2017.

# GERMANY

## Magenta Mobil

Magenta Mobil PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	34.95	44.95	54.95	79.95
Monthly charge (with entry level handset)	39.95			
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)	max	max	max	max
- Data Speed (upload)	max	max	max	max
- Data Volume until speed step down	2 GB	4 GB	6 GB	10 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	StreamOn Music	StreamOn Music & Video	StreamOn Music & Video
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	free	free	free	free
MultiSim	—	—	—	free <sup>2</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)
Fixed line number	—	—	—	free
Activation fee	39.95	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months	24 months

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

2 up to two MultiSIM bookable.

# GERMANY

## Magenta Mobil Premium

Premium PLANS IN €	L PREMIUM	L Plus PREMIUM	XL PREMIUM
Monthly charge (with top handset)	84.95	109.95	199.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS <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	6 GB	10 GB	flat
- Data Network	3G/LTE	3G/LTE	3G/LTE
Streaming	StreamOn Music & Video	StreamOn Music & Video	n.r.
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes)	—	100 <sup>2</sup>	flat <sup>4</sup>
International SMS (pieces)	—	100 <sup>2</sup>	flat <sup>4</sup>
HotSpot Flatrate	free	free	free
MultiSim	—	free <sup>3</sup>	free <sup>3</sup>
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU Plus <sup>4</sup> )
Fixed line number	—	free	free
Activation fee	39.95	39.95	39.95
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 EU, Switzerland, US, Canada, Turkey

# GERMANY

## Mobile Options

<b>StreamOn</b>	<b>StreamOn Music</b>	<b>StreamOn Music &amp; Video</b>	<b>MagentaEINS StreamOn Music &amp; Video Max</b>
Monthly charge	0	0	0
Description	Music Streaming zero-rating for connected partners	Music & Video Streaming zero-rating for connected partners, mobile optimized	Music & Video Streaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil S Young / FamilyCard M	Starting with MagentaMobil L /MagentaMobil M Young / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Young / FamilyCard M

### INTERNATIONAL OPTIONS IN €

#### INTERNATIONAL 100 or 400

#### INTERNATIONAL SMS 100

Monthly charge	9.95 or 29.95	9.95
Description	100 or 400 min. mobile and fixed Network to Country Code 1 + 2	100 SMS to Country Code 1 + 2

### VOICE OPTIONS IN €

#### FAMILY (only available until 31.12.2017)

Monthly charge	4.95
Description	free calls between 4 mobile numbers (onnet) and to one fixed line 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	2 GB	5 GB

### OTHER OPTIONS IN €

#### MULTISIM

#### DayFlat unlimited

Monthly charge	4.95/9.90	4.95
Description	one/two MultiSIM bookable.	Data Full Flat for 24h

### ADDITIONAL DATA PACKAGES IN €

#### MultiData S

#### MultiData M

#### MultiData L

Monthly charge	from 10.00	from 15.00	from 25.00
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</b> <sup>1 in €</sup>	<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>	ZUHAUSE GIGA <sup>1</sup>
	29.95	34.95 <sup>2</sup>	39.95 <sup>2</sup>	44.95 <sup>2</sup>	119.95
	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	1.000 Mbit/s bandwidth flat rate Internet usage all net flat rate voice usage
<b>ENTERTAIN</b>					
START TV	--		2.00		--
ENTERTAIN TV	--		10.00 <sup>3,4</sup>		--
ENTERTAIN COMFORT SAT	--		10.00 <sup>3,4</sup>		--
ENTERTAIN TV PLUS	--		15.00 <sup>3,4</sup>		included
ENTERTAIN SAT	--	5.00 <sup>2</sup>		--	--
<b>CITY, DLD</b>			<b>CENT/MINUTE</b>		
Peak/Off peak	2.9 ct			included	
international				from 2.9 ct	
fixed to mobile			19.0 ct		included
<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: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L); -€5.00 for the first 12 months in combination with Entertain Sat

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

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

5 SPEED OPTION XL / XXL: Also available with 200 / 500 Mbit for +€5.00 / +€25.00

All prices in € including VAT; excl. terminal equipment; excl. building connection fee

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
<b>ENTERTAIN</b>			
START TV		2.00	
ENTERTAIN TV		10.00 <sup>4,5</sup>	
ENTERTAIN TV PLUS		15.00 <sup>4,5</sup>	
<b>CITY, DLD</b>		<b>CENT/MINUTE</b>	
national		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: -€15.00/-€20.00/-€25.00 for the first 12 months (ZUHAUSE S/M/L Hybrid)

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

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

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

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

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>
	20.95	20.95	30.94
	Standard, voice usage per minute	Standard, voice usage per minute, 120 minutes included within Germany	Standard, voice flat rate within Germany
<b>CITY, CDL</b>		<b>€ CENT/MINUTE</b>	
Peak/Off peak		2.9	flat
international		from 2.9	
fixed to mobile		19.0	
<b>CALLING PLANS</b>			
CountryFlat 1		€ 3.94 per month	
CountryFlat 2		€14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge €4 per month	
fixed to T-Mobile flatrate		€14.95 per month	
fixed to mobile flatrate		€19.95 per month	
Set-up		69.95 (non-recurring charge)	

1 Standard; Universal + €8

2 Universal up to 240 Min included

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

All prices in € including VAT.



# GERMANY

## MAGENTA EINS

Valid from 07th of  
Novembre 2017

MAGENTA EINS <sup>1</sup> IN €	MagentaEINS S	MagentaEINS M	MagentaEINS L
Monthly charge	41.90 <sup>2</sup>	61.85 <sup>2</sup>	76.85 <sup>2</sup>
Fixed Line	Flatrate from fixed line to all national networks <sup>3</sup> , including calls to all mobile networks. Internet Flat up to 16 Mbit/s download speed.	Flatrate from fixed line to all national networks <sup>3</sup> , including calls to all mobile networks. Internet Flat up to 50 Mbit/s download speed.	Flatrate from fixed line to all national networks <sup>3</sup> , including calls to all mobile networks. Internet Flat up to 100 Mbit/s download speed.
Mobile	Unlimited SMS and calls from mobile into all national networks in Germany <sup>3</sup> . 2 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany <sup>3</sup> . 4 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.	Unlimited SMS and calls from mobile into all national networks in Germany <sup>3</sup> . 6 GB Internet flat with LTE Max until speed step down. Hotspot Flat and abroad option All Inclusive included.
TV		EntertainTV incl. HD Receiver 500 GB Memory, including more than 20 channels in HD quality.	EntertainTV Plus incl. HD Receiver 500 GB Memory, including more than 45 channels in HD quality.
MagentaEINS StreamOn Music&Video Max		Music &Video Streaming zero-rating for connected partners, high resolution	Music &Video Streaming zero-rating for connected partners, high resolution
Set-up	Service fee of 69,95€ for new fixed line & 39,95€ for new mobile contract.		
Duration of contract	24 months for new costumers; duration depends otherwise on fixed network and/or on mobile network contract conditions		
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 ≥ €29.95; Identical adress for fixed and mobile contracts.

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

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

More MagentaEINS convergent Bundles including existing customers' tariffs available.

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

# FIXED NETWORK

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

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.24	0.10	0.24	0.10
Single transit	0.26	entfallen	0.26	entfallen
Double transit national	0.26	0.10	0.26	0.10
ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW <sup>1</sup>	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW <sup>1</sup>
Local	0.24	0.23	0.24	0.23
Single transit	0.35	entfallen	0.35	entfallen
Double transit national	0.41	0.23	0.41	0.23
FULLY UNBUNDLED ("ULL")	OLD	NEW		
One time fee	29.78 <sup>2</sup>	27.11 <sup>3</sup>		
Monthly fee	10.19 <sup>4</sup>	10.02 <sup>5</sup>		
PARTIALLY UNBUNDLED ("LINE SHARING")	OLD	NEW		
One time fee	34.13 <sup>11</sup>	34.23 <sup>12</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 Jan. 01, 2017 to Dec. 31, 2018.

2 Depending on complexity – valid to Sep. 30, 2016.

3 Depending on complexity – valid to Sep. 30, 2018.

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

5 Twisted pair copper access line valid to Jun. 30, 2019.

6 valid to Jun. 30, 2014.

7 valid from Jul. 01, 2014.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100

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

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

12 Depending on complexity – valid from Jul. 01, 2014.



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# UNITED STATES

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>8.281</b>	<b>9.445</b>	<b>33.738</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
<b>NET REVENUE</b>		<b>8.282</b>	<b>9.443</b>	<b>33.736</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
<b>EBITDA</b>	1	<b>2.156</b>	<b>2.325</b>	<b>8.561</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>6,1</b>	<b>6.236</b>	<b>7.313</b>	<b>17,3</b>
EBITDA margin (EBITDA / total revenues)	%	26,0	24,6	25,4	26,6	28,6	27,0	1,0p	25,7	27,4	1,7p
Depreciation, amortization and impairment losses		(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(1.130)	14,1	(3.929)	(3.825)	2,6
Profit (loss) from operations = EBIT		841	972	3.279	999	1.332	1.157	37,6	2.307	3.488	51,2
<b>CASH CAPEX</b>	2	<b>1.042</b>	<b>746</b>	<b>4.199</b>	<b>1.409</b>	<b>1.216</b>	<b>1.225</b>	<b>17,6</b>	<b>3.453</b>	<b>3.850</b>	<b>11,5</b>
<b>CASH CONTRIBUTION</b>	2	<b>1.114</b>	<b>1.579</b>	<b>4.362</b>	<b>977</b>	<b>1.423</b>	<b>1.063</b>	<b>(4,6)</b>	<b>2.783</b>	<b>3.463</b>	<b>24,4</b>

## FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>8.281</b>	<b>9.445</b>	<b>33.738</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
<b>NET REVENUE</b>		<b>8.282</b>	<b>9.443</b>	<b>33.736</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
<b>EBITDA</b>		<b>2.241</b>	<b>2.335</b>	<b>8.967</b>	<b>2.390</b>	<b>2.635</b>	<b>3.934</b>	<b>75,5</b>	<b>6.632</b>	<b>8.960</b>	<b>35,1</b>
EBITDA margin (EBITDA / total revenue)	%	27,1	24,7	26,6	26,6	28,5	46,5	19,4p	27,3	33,6	6,3p
Depreciation, amortization and impairment losses		(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(1.130)	14,1	(3.929)	(3.825)	2,6
Profit (loss) from operations = EBIT		926	982	3.685	1.003	1.328	2.804	n.a.	2.703	5.135	90,0
<b>CASH CAPEX</b>		<b>1.671</b>	<b>1.177</b>	<b>5.855</b>	<b>1.442</b>	<b>8.463</b>	<b>1.243</b>	<b>(25,6)</b>	<b>4.678</b>	<b>11.148</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>570</b>	<b>1.158</b>	<b>3.112</b>	<b>948</b>	<b>(5.828)</b>	<b>2.691</b>	<b>n.a.</b>	<b>1.954</b>	<b>(2.188)</b>	<b>n.a.</b>

1 Excluding special factors affecting EBITDA of 85mn EUR in Q3/16, 10mn EUR in Q4/16, 4mn in Q1/17 EUR, EUR (4mn) in Q2/17 and 1,647mn EUR (mainly related to reversal of impairment) in Q3/17

2 Adjusted by excluding spectrum purchases of EUR 629mn in Q3/16, EUR 431mn in Q4/16, EUR 33mn in Q1/17, EUR 7.247mn in Q2/17 and 18mn EUR in Q3/17

## UNITED STATES

### EBITDA RECONCILIATION

		Q3	Q4	FY	Q1	Q2	Q3	Change	Q1 - Q3	Q1 - Q3	Change
	Note	2016	2016	2016	2017	2017	2017		2016	2017	
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	%	millions of €	millions of €	%
<b>TOTAL REVENUE</b>		<b>8.281</b>	<b>9.445</b>	<b>33.738</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
Profit (loss) from operations = EBIT		926	982	3.685	1.003	1.328	2.804	n.a.	2.703	5.135	90,0
- Depreciation, amortization and impairment losses		(1.315)	(1.353)	(5.282)	(1.387)	(1.308)	(1.130)	14,1	(3.929)	(3.825)	2,6
<b>= EBITDA</b>		<b>2.241</b>	<b>2.335</b>	<b>8.967</b>	<b>2.390</b>	<b>2.635</b>	<b>3.934</b>	<b>75,5</b>	<b>6.632</b>	<b>8.960</b>	<b>35,1</b>
EBITDA margin	%	27,1	24,7	26,6	26,6	28,5	46,5	19,4p	27,3	33,6	6,3p
- Special factors affecting EBITDA		85	10	406	4	(4)	1.647	n.a.	396	1.647	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>1</b>	<b>2.156</b>	<b>2.325</b>	<b>8.561</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>6,1</b>	<b>6.236</b>	<b>7.313</b>	<b>17,3</b>
EBITDA margin (adjusted for special factors)	%	26,0	24,6	25,4	26,6	28,6	27,0	1,0p	25,7	27,4	1,7p

### SPECIAL FACTORS

		Q3	Q4	FY	Q1	Q2	Q3	Q1 - Q3	Q1 - Q3
	Note	2016	2016	2016	2017	2017	2017	2016	2017
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €
<b>EFFECTS ON EBITDA</b>		<b>85</b>	<b>10</b>	<b>406</b>	<b>4</b>	<b>(4)</b>	<b>1.647</b>	<b>396</b>	<b>1.647</b>
- of which personnel		(1)	(1)	(11)	(1)	(4)	0	(10)	(5)
- of which other		86	11	417	5	0	1.647	406	1.652
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>85</b>	<b>10</b>	<b>406</b>	<b>4</b>	<b>(4)</b>	<b>1.647</b>	<b>396</b>	<b>1.647</b>
- of which personnel		(1)	(1)	(11)	(1)	(4)	0	(10)	(5)
- of which other		86	11	417	5	0	1.647	406	1.652

1 Excluding special factors affecting EBITDA of 85mn EUR in Q3/16, 10mn EUR in Q4/16, 4mn in Q1/17 EUR, EUR (4mn) in Q2/17 and 1,647mn EUR (mainly related to reversal of impairment) in Q3/17

2 Adjusted by excluding spectrum purchases of EUR 629mn in Q3/16, EUR 431mn in Q4/16, EUR 33mn in Q1/17, EUR 7.247mn in Q2/17 and 18mn EUR in Q3/17

# UNITED STATES<sup>4</sup>

## OPERATIONAL

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>69.354</b>	<b>71.455</b>	<b>71.455</b>	<b>72.597</b>	<b>69.562</b>	<b>70.731</b>	<b>2,0</b>	<b>69.354</b>	<b>70.731</b>	<b>2,0</b>
- Branded postpaid	('000)	33.230	34.427	34.427	35.341	36.158	36.975	11,3	33.230	36.975	11,3
- Branded prepay	('000)	19.272	19.813	19.813	20.199	20.293	20.519	6,5	19.272	20.519	6,5
<b>- BRANDED</b>	('000)	<b>4</b>	<b>52.502</b>	<b>54.240</b>	<b>55.540</b>	<b>56.451</b>	<b>57.494</b>	<b>9,5</b>	<b>52.502</b>	<b>57.494</b>	<b>9,5</b>
<b>- WHOLESALE</b>	('000)	<b>4, 5</b>	<b>16.852</b>	<b>17.215</b>	<b>17.215</b>	<b>13.111</b>	<b>13.237</b>	<b>(21,5)</b>	<b>16.852</b>	<b>13.237</b>	<b>(21,5)</b>
<b>NET ADDS</b>	('000)	<b>1.970</b>	<b>2.101</b>	<b>8.173</b>	<b>1.142</b>	<b>1.333</b>	<b>1.329</b>	<b>(32,5)</b>	<b>6.072</b>	<b>3.804</b>	<b>(37,4)</b>
- Branded postpaid	('000)	969	1.197	4.097	914	817	817	(15,7)	2.900	2.548	(12,1)
- Branded prepay	('000)	684	541	2.508	386	94	226	(67,0)	1.967	706	(64,1)
<b>- BRANDED</b>	('000)	<b>1.653</b>	<b>1.738</b>	<b>6.605</b>	<b>1.300</b>	<b>911</b>	<b>1.043</b>	<b>(36,9)</b>	<b>4.867</b>	<b>3.254</b>	<b>(33,1)</b>
<b>- WHOLESALE</b>	('000)	<b>317</b>	<b>363</b>	<b>1.568</b>	<b>(158)</b>	<b>422</b>	<b>286</b>	<b>(9,8)</b>	<b>1.205</b>	<b>550</b>	<b>(54,4)</b>
<b>AVERAGE MONTHLY CHURN</b>											
- Branded postpaid	(%)	1,5	1,5	1,5	1,4	1,3	1,4	(0,1p)	1,5	1,4	(0,1p)
- Branded prepay	(%)	3,8	3,9	3,9	4,0	3,9	4,3	0,5p	3,9	4,1	0,2p
<b>TOTAL REVENUES</b>	(€ million)	<b>8.281</b>	<b>9.445</b>	<b>33.738</b>	<b>8.982</b>	<b>9.236</b>	<b>8.466</b>	<b>2,2</b>	<b>24.293</b>	<b>26.684</b>	<b>9,8</b>
Service revenue	(€ million)	1	6.258	6.602	24.712	6.783	6.665	1,2	18.110	19.784	9,2
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>2</b>	<b>2.156</b>	<b>2.325</b>	<b>8.561</b>	<b>2.386</b>	<b>2.640</b>	<b>2.288</b>	<b>6,1</b>	<b>6.236</b>	<b>17,3</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	26,0	24,6	25,4	26,6	28,6	27,0	1,0p	25,7	27,4	1,7p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	34,5	35,2	34,6	35,2	39,6	36,1	1,6p	34,4	37,0	2,6p
<b>ARPU</b>											
- Branded postpaid	(€)	40	42	40	42	40	37	(7,5)	40	40	0,0
- Branded prepay	(€)	34	35	34	36	35	33	(2,9)	34	34	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>58</b>	<b>59</b>	<b>58</b>	<b>61</b>	<b>63</b>	<b>65</b>	<b>12,1p</b>	<b>58</b>	<b>63</b>	<b>5,0p</b>
<b>CASH CAPEX</b>	(€ million)	<b>1.671</b>	<b>1.177</b>	<b>5.855</b>	<b>1.442</b>	<b>8.463</b>	<b>1.243</b>	<b>(25,6)</b>	<b>4.678</b>	<b>11.148</b>	<b>n.a.</b>
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>1.042</b>	<b>746</b>	<b>4.199</b>	<b>1.409</b>	<b>1.225</b>	<b>17,6</b>	<b>3.453</b>	<b>3.850</b>	<b>11,5</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>1.114</b>	<b>1.579</b>	<b>4.362</b>	<b>977</b>	<b>1.423</b>	<b>(4,6)</b>	<b>2.783</b>	<b>3.463</b>	<b>24,4</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 85mn EUR in Q3/16, 10mn EUR in Q4/16, 4mn in Q1/17 EUR, EUR (4mn) in Q2/17 and 1,647mn EUR (mainly related to reversal of impairment) in Q3/17

3 Adjusted by excluding spectrum purchases of EUR 629mn in Q3/16, EUR 431mn in Q4/16, EUR 33mn in Q1/17, EUR 7.247mn in Q2/17 and EUR 18mn in Q3/17.

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

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

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 160 thousand and 4,368 thousand reported wholesale customers as of the beginning of the third quarter of 2017 and the second quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

For plan details see:

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

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

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

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

# UNITED STATES<sup>4</sup>

## OPERATIONAL IN US-\$

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>69.354</b>	<b>71.455</b>	<b>71.455</b>	<b>72.597</b>	<b>69.562</b>	<b>70.731</b>	<b>2,0</b>	<b>69.354</b>	<b>70.731</b>	<b>2,0</b>	
Branded postpaid	('000)	33.230	34.427	34.427	35.341	36.158	36.975	11,3	33.230	36.975	11,3	
Branded prepay	('000)	19.272	19.813	19.813	20.199	20.293	20.519	6,5	19.272	20.519	6,5	
<b>- BRANDED</b>	('000)	<b>52.502</b>	<b>54.240</b>	<b>54.240</b>	<b>55.540</b>	<b>56.451</b>	<b>57.494</b>	<b>9,5</b>	<b>52.502</b>	<b>57.494</b>	<b>9,5</b>	
<b>- WHOLESALE</b>	('000)	<b>4,5</b>	<b>16.852</b>	<b>17.215</b>	<b>17.215</b>	<b>17.057</b>	<b>13.237</b>	<b>(21,5)</b>	<b>16.852</b>	<b>13.237</b>	<b>(21,5)</b>	
<b>NET ADDS</b>	('000)	<b>1.970</b>	<b>2.101</b>	<b>8.173</b>	<b>1.142</b>	<b>1.333</b>	<b>1.329</b>	<b>(32,5)</b>	<b>6.072</b>	<b>3.804</b>	<b>(37,4)</b>	
Branded postpaid	('000)	969	1.197	4.097	914	817	817	(15,7)	2.900	2.548	(12,1)	
Branded prepay	('000)	684	541	2.508	386	94	226	(67,0)	1.967	706	(64,1)	
<b>- BRANDED</b>	('000)	<b>1.653</b>	<b>1.738</b>	<b>6.605</b>	<b>1.300</b>	<b>911</b>	<b>1.043</b>	<b>(36,9)</b>	<b>4.867</b>	<b>3.254</b>	<b>(33,1)</b>	
<b>- WHOLESALE</b>	('000)	<b>317</b>	<b>363</b>	<b>1.568</b>	<b>(158)</b>	<b>422</b>	<b>286</b>	<b>(9,8)</b>	<b>1.205</b>	<b>550</b>	<b>(54,4)</b>	
<b>AVERAGE MONTHLY CHURN</b>												
- Branded postpaid	(%)	1,5	1,5	1,5	1,4	1,3	1,4	(0,1p)	1,5	1,4	(0,1p)	
- Branded prepay	(%)	3,8	3,9	3,9	4,0	3,9	4,3	0,5p	3,9	4,1	0,2p	
<b>TOTAL REVENUES</b>	(USD million)	<b>9.244</b>	<b>10.175</b>	<b>37.294</b>	<b>9.563</b>	<b>10.151</b>	<b>9.939</b>	<b>7,5</b>	<b>27.119</b>	<b>29.653</b>	<b>9,3</b>	
Service revenue	(USD million)	1	6.985	7.115	27.328	7.221	7.329	6,5	20.213	21.989	8,8	
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>2</b>	<b>2.406</b>	<b>2.502</b>	<b>9.465</b>	<b>2.540</b>	<b>2.899</b>	<b>2.680</b>	<b>11,4</b>	<b>6.963</b>	<b>8.119</b>	<b>16,6</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	26,0	24,6	25,4	26,6	28,6	27,0	1,0p	25,7	27,4	1,7p	
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	34,4	35,2	34,6	35,2	39,6	36,0	1,6p	34,4	36,9	2,5p	
<b>BLENDED ARPU</b>												
- Branded postpaid	(USD)	45	45	44	45	44	44	(2,2)	44	44	0	
- Branded prepay	(USD)	38	38	38	38	38	38	0,0	37	38	2,7	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>58</b>	<b>59</b>	<b>58</b>	<b>61</b>	<b>63</b>	<b>65</b>	<b>12,1p</b>	<b>58</b>	<b>63</b>	<b>5,0p</b>	
<b>CASH CAPEX</b>	(USD million)	<b>1.867</b>	<b>1.275</b>	<b>6.488</b>	<b>1.534</b>	<b>9.334</b>	<b>1.452</b>	<b>(22,2)</b>	<b>5.213</b>	<b>12.320</b>	<b>n.a.</b>	
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>1.161</b>	<b>812</b>	<b>4.663</b>	<b>1.498</b>	<b>1.330</b>	<b>1.429</b>	<b>23,1</b>	<b>4.257</b>	<b>10,5</b>	
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>1.245</b>	<b>1.690</b>	<b>4.802</b>	<b>1.042</b>	<b>1.569</b>	<b>1.251</b>	<b>0,5</b>	<b>3.112</b>	<b>24,1</b>	

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

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

2 Excluding special factors affecting EBITDA of USD 96mn in Q3/16, USD 11mn in Q4/16, USD 5mn in Q1/17, USD (5mn) in Q2/17 and USD 1,945mn (mainly related to reversal of impairment) in Q3/17

3 Adjusted by excluding spectrum purchases of USD 706mn in Q3/16, USD 463mn in Q4/16, USD 36mn in Q1/17, USD 8.004mn in Q2/17 and USD 22mn in Q3/17.

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

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

5 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to

support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 160 thousand and

4,368 thousand reported wholesale customers as of the beginning of the third quarter of 2017 and the second quarter of 2017, respectively. No further Lifeline adjustments are expected in future periods.

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

For plan details see:

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

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

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

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





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## EUROPE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.900</b>	<b>2.996</b>	<b>11.454</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>1,6</b>	<b>8.458</b>	<b>8.587</b>	<b>1,5</b>
<b>NET REVENUE</b>		<b>2.812</b>	<b>2.900</b>	<b>11.111</b>	<b>2.695</b>	<b>2.772</b>	<b>2.848</b>	<b>1,3</b>	<b>8.211</b>	<b>8.316</b>	<b>1,3</b>
<b>EBITDA</b>	1	<b>1.037</b>	<b>930</b>	<b>3.866</b>	<b>889</b>	<b>947</b>	<b>1.007</b>	<b>(2,9)</b>	<b>2.936</b>	<b>2.843</b>	<b>(3,2)</b>
EBITDA margin (EBITDA / total revenue)	%	35,8	31,0	33,8	32,0	33,1	34,2	(1,6p)	34,7	33,1	(1,6p)
Depreciation, amortization and impairment losses		(591)	(659)	(2.405)	(553)	(557)	(558)	5,6	(1.746)	(1.668)	4,5
Profit (loss) from operations = EBIT	2	446	271	1.461	336	390	449	0,7	1.190	1.175	(1,3)
<b>CASH CAPEX</b>	3	<b>360</b>	<b>411</b>	<b>1.598</b>	<b>473</b>	<b>403</b>	<b>395</b>	<b>9,7</b>	<b>1.187</b>	<b>1.271</b>	<b>7,1</b>
<b>CASH CONTRIBUTION</b>		<b>677</b>	<b>519</b>	<b>2.268</b>	<b>416</b>	<b>544</b>	<b>613</b>	<b>(9,5)</b>	<b>1.749</b>	<b>1.572</b>	<b>(10,1)</b>

### FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.900</b>	<b>2.996</b>	<b>11.454</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>1,6</b>	<b>8.458</b>	<b>8.587</b>	<b>1,5</b>
<b>NET REVENUE</b>		<b>2.812</b>	<b>2.900</b>	<b>11.111</b>	<b>2.695</b>	<b>2.772</b>	<b>2.848</b>	<b>1,3</b>	<b>8.211</b>	<b>8.316</b>	<b>1,3</b>
<b>EBITDA</b>		<b>1.015</b>	<b>894</b>	<b>3.773</b>	<b>877</b>	<b>913</b>	<b>959</b>	<b>(5,5)</b>	<b>2.879</b>	<b>2.749</b>	<b>(4,5)</b>
EBITDA margin (EBITDA / total revenue)	%	35,0	29,8	32,9	31,5	31,9	32,6	(2,4p)	34,0	32,0	(2,0p)
Depreciation, amortization and impairment losses		(591)	(843)	(2.589)	(553)	(557)	(558)	5,6	(1.746)	(1.668)	4,5
Profit (loss) from operations = EBIT		424	51	1.184	324	357	400	(5,7)	1.133	1.081	(4,6)
<b>CASH CAPEX</b>		<b>876</b>	<b>413</b>	<b>2.600</b>	<b>475</b>	<b>403</b>	<b>395</b>	<b>(54,9)</b>	<b>2.187</b>	<b>1.273</b>	<b>(41,8)</b>
<b>CASH CONTRIBUTION</b>		<b>139</b>	<b>481</b>	<b>1.173</b>	<b>402</b>	<b>510</b>	<b>564</b>	<b>n.a.</b>	<b>692</b>	<b>1.476</b>	<b>n.a.</b>

1 Special factors affecting EBITDA: EUR 22mn in Q3/16, EUR 36mn in Q4/16, EUR 12mn in Q1/17, EUR 33mn in Q2/17 and EUR 49mn in Q3/17.

2 Special factors affecting EBIT: EUR 22mn in Q3/16 (thereof EUR 22mn resulting from EBITDA), 220mn in Q4/16 (thereof 36mn resulting from EBITDA), EUR 12mn in Q1/17 (thereof EUR 12mn resulting from EBITDA), EUR 33mn in Q2/17 (thereof EUR 33mn resulting from EBITDA) and EUR 49mn in Q3/17 (thereof EUR 49mn resulting from EBITDA).

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

## EUROPE

### EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.900</b>	<b>2.996</b>	<b>11.454</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>1,6</b>	<b>8.458</b>	<b>8.587</b>	<b>1,5</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.900</b>	<b>2.996</b>	<b>11.454</b>	<b>2.781</b>	<b>2.860</b>	<b>2.945</b>	<b>1,6</b>	<b>8.458</b>	<b>8.587</b>	<b>1,5</b>
Profit (loss) from operations = EBIT		424	51	1.184	324	357	400	(5,7)	1.133	1.081	(4,6)
- Depreciation, amortization and impairment losses		(591)	(843)	(2.589)	(553)	(557)	(558)	5,6	(1.746)	(1.668)	4,5
<b>= EBITDA</b>		<b>1.015</b>	<b>894</b>	<b>3.773</b>	<b>877</b>	<b>913</b>	<b>959</b>	<b>(5,5)</b>	<b>2.879</b>	<b>2.749</b>	<b>(4,5)</b>
EBITDA margin	%	35,0	29,8	32,9	31,5	31,9	32,6	(2,4p)	34,0	32,0	(2,0p)
- Special factors affecting EBITDA		(22)	(36)	(93)	(12)	(33)	(49)	n.a.	(57)	(94)	(64,9)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.037</b>	<b>930</b>	<b>3.866</b>	<b>889</b>	<b>947</b>	<b>1.007</b>	<b>(2,9)</b>	<b>2.936</b>	<b>2.843</b>	<b>(3,2)</b>
EBITDA margin (adjusted for special factors)	%	35,8	31,0	33,8	32,0	33,1	34,2	(1,6p)	34,7	33,1	(1,6p)

### SPECIAL FACTORS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(22)</b>	<b>(36)</b>	<b>(93)</b>	<b>(12)</b>	<b>(33)</b>	<b>(49)</b>	<b>n.a.</b>	<b>(57)</b>	<b>(94)</b>	<b>(64,9)</b>
- of which personnel		(39)	(21)	(100)	(11)	(13)	(38)	2,6	(79)	(62)	21,5
- of which other		18	(15)	7	0	(21)	(10)	n.a.	22	(31)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(22)</b>	<b>(220)</b>	<b>(277)</b>	<b>(12)</b>	<b>(33)</b>	<b>(49)</b>	<b>n.a.</b>	<b>(57)</b>	<b>(94)</b>	<b>(64,9)</b>
- of which personnel		(39)	(21)	(100)	(11)	(13)	(38)	2,6	(79)	(62)	21,5
- of which other		18	(199)	(177)	0	(21)	(10)	n.a.	22	(31)	n.a.

# GREECE

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>745</b>	<b>752</b>	<b>2.883</b>	<b>690</b>	<b>693</b>	<b>740</b>	<b>(0,7)</b>	<b>2.131</b>	<b>2.123</b>	<b>(0,4)</b>
- of which Fixed network		479	503	1.890	471	454	472	(1,5)	1.387	1.398	0,8
- of which Mobile communications		319	307	1.194	274	293	323	1,3	887	889	0,2
<b>EBITDA</b>	<b>1</b>	<b>300</b>	<b>286</b>	<b>1.120</b>	<b>266</b>	<b>273</b>	<b>303</b>	<b>1,0</b>	<b>834</b>	<b>842</b>	<b>1,0</b>
- of which Fixed network		176	172	676	171	166	171	(2,8)	504	508	0,8
- of which Mobile communications		114	100	403	87	100	123	7,9	303	310	2,3
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>40,3</b>	<b>38,0</b>	<b>38,8</b>	<b>38,6</b>	<b>39,4</b>	<b>40,9</b>	<b>0,6p</b>	<b>39,1</b>	<b>39,7</b>	<b>0,6p</b>
- of which Fixed network	%	36,7	34,2	35,8	36,3	36,6	36,2	(0,5p)	36,3	36,3	0,0p
- of which Mobile communications	%	35,7	32,6	33,8	31,8	34,1	38,1	2,4p	34,2	34,9	0,7p
<b>CASH CAPEX (AS REPORTED)</b>		<b>94</b>	<b>95</b>	<b>375</b>	<b>102</b>	<b>123</b>	<b>113</b>	<b>20,2</b>	<b>280</b>	<b>339</b>	<b>21,1</b>
- of which Fixed network		62	53	221	64	71	74	19,4	168	209	24,4
- of which Mobile communications		28	37	142	38	51	36	28,6	105	125	19,0
<b>CASH CONTRIBUTION</b>		<b>206</b>	<b>191</b>	<b>745</b>	<b>164</b>	<b>150</b>	<b>190</b>	<b>(7,8)</b>	<b>554</b>	<b>503</b>	<b>(9,2)</b>
- of which Fixed network		114	119	455	107	95	97	(14,9)	336	299	(11,0)
- of which Mobile communications		86	63	261	49	49	87	1,2	198	185	(6,6)

1 Special factors affecting EBITDA: EUR 1mn in Q2/16, EUR 17mn in Q3/16, EUR 7mn in Q4/16, EUR 2mn in Q1/17 and EUR 26mn in Q3/17.

# GREECE

## OPERATIONALS<sup>1</sup>

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.569	2.564	2.564	2.547	2.539	2.536	(1,3)	2.569	2.536	(1,3)
- IP	('000)	437	607	607	759	937	1.046	n.a.	437	1.046	n.a.
Broadband Access Lines Retail	('000)	1.603	1.633	1.633	1.653	1.680	1.714	6,9	1.603	1.714	6,9
TV (IPTV, SAT, Cable)	('000)	476	497	497	499	501	515	8,2	476	515	8,2
Wholesale Bundled Access Lines	('000)	43	49	49	56	67	76	76,7	43	76	76,7
ULLs/Wholesale PSTN	('000)	2.061	2.091	2.091	2.108	2.111	2.111	2,4	2.061	2.111	2,4
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	258	230	944	218	236	264	2,3	714	717	0,4
<b>CUSTOMERS</b>	<b>('000)</b>	<b>7.666</b>	<b>7.725</b>	<b>7.725</b>	<b>7.733</b>	<b>7.737</b>	<b>7.867</b>	<b>2,6</b>	<b>7.666</b>	<b>7.867</b>	<b>2,6</b>
- contract	('000)	2.225	2.218	2.218	2.226	2.224	2.222	(0,1)	2.225	2.222	(0,1)
- prepaid	('000)	5.442	5.507	5.507	5.507	5.513	5.645	3,7	5.442	5.645	3,7
<b>NET ADDS</b>	<b>('000)</b>	<b>56</b>	<b>58</b>	<b>326</b>	<b>8</b>	<b>4</b>	<b>130</b>	<b>n.a.</b>	<b>267</b>	<b>142</b>	<b>(46,8)</b>
- contract	('000)	(2)	(6)	(31)	8	(2)	(2)	0,0	(25)	4	n.a.
- prepaid	('000)	58	65	357	0	6	132	n.a.	292	138	(52,7)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,0</b>	<b>1,8</b>	<b>1,7</b>	<b>1,7</b>	<b>2,2</b>	<b>2,0</b>	<b>0,0p</b>	<b>1,7</b>	<b>2,0</b>	<b>0,3p</b>
- contract	(%)	1,3	1,4	1,4	1,2	1,3	1,4	0,1p	1,4	1,3	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>15</b>	<b>11</b>	<b>7</b>	<b>(30,0)</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	€	61	63	63	73	69	53	(13,1)	63	65	3,2
- prepaid	€	2	2	2	4	3	2	0,0	2	3	50,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>39</b>	<b>42</b>	<b>39</b>	<b>43</b>	<b>35</b>	<b>28</b>	<b>(28,2)</b>	<b>38</b>	<b>35</b>	<b>(7,9)</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>0,0</b>	<b>11</b>	<b>10</b>	<b>(9,1)</b>
- contract	€	27	24	25	23	25	28	3,7	25	26	4,0
- prepaid	€	5	4	4	4	4	4	(20,0)	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>32</b>	<b>31</b>	<b>30</b>	<b>33</b>	<b>34</b>	<b>38</b>	<b>6p</b>	<b>30</b>	<b>35</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>278</b>	<b>273</b>	<b>276</b>	<b>263</b>	<b>276</b>	<b>280</b>	<b>0,7</b>	<b>277</b>	<b>273</b>	<b>(1,4)</b>
- contract	(min)	451	441	442	421	441	443	(1,8)	442	435	(1,6)

<sup>1</sup> The Q1/17 numbers are adjusted for 137k re-classifications due to technical problems.

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>242</b>	<b>267</b>	<b>985</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>(0,8)</b>	<b>718</b>	<b>706</b>	<b>(1,7)</b>
<b>PRODUCT VIEW</b>		<b>242</b>	<b>267</b>	<b>985</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>(0,8)</b>	<b>718</b>	<b>706</b>	<b>(1,7)</b>
- Fixed network		136	159	557	127	133	131	(3,7)	398	391	(1,8)
- Mobile communications		107	108	428	104	103	109	1,9	320	315	(1,6)
<b>SEGMENT VIEW</b>		<b>242</b>	<b>267</b>	<b>985</b>	<b>230</b>	<b>236</b>	<b>240</b>	<b>(0,8)</b>	<b>718</b>	<b>706</b>	<b>(1,7)</b>
- of which Consumer		152	152	608	144	144	141	(7,2)	456	431	(5,5)
- of which Business		54	81	240	49	41	50	(7,4)	159	146	(8,2)
<b>EBITDA</b>	1	<b>53</b>	<b>46</b>	<b>175</b>	<b>37</b>	<b>39</b>	<b>43</b>	<b>(18,9)</b>	<b>129</b>	<b>119</b>	<b>(7,8)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>21,9</b>	<b>17,2</b>	<b>17,8</b>	<b>16,1</b>	<b>16,5</b>	<b>17,9</b>	<b>(4,0p)</b>	<b>18,0</b>	<b>16,9</b>	<b>(1,1p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>30</b>	<b>24</b>	<b>117</b>	<b>48</b>	<b>36</b>	<b>37</b>	<b>23,3</b>	<b>93</b>	<b>122</b>	<b>31,2</b>
<b>CASH CONTRIBUTION</b>		<b>23</b>	<b>22</b>	<b>58</b>	<b>(11)</b>	<b>3</b>	<b>6</b>	<b>(73,9)</b>	<b>36</b>	<b>(3)</b>	<b>n.a.</b>

1 Special factors affecting EBITDA: EUR 1mn in Q3/16, EUR 8mn in Q2/17 and EUR 5mn in Q3/17.

# ROMANIA OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.998	1.969	1.969	1.937	1.922	1.894	(5,2)	1.998	1.894	(5,2)
- IP	('000)	467	493	493	520	562	597	27,8	467	597	27,8
Broadband Access Lines Retail	('000)	1.198	1.194	1.194	1.186	1.191	1.187	(0,9)	1.198	1.187	(0,9)
TV (IPTV, SAT, Cable)	('000)	1.461	1.464	1.464	1.457	1.471	1.473	0,8	1.461	1.473	0,8
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	83	80	326	78	80	86	3,6	245	243	(0,8)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.869</b>	<b>5.722</b>	<b>5.722</b>	<b>5.428</b>	<b>5.278</b>	<b>5.231</b>	<b>(10,9)</b>	<b>5.869</b>	<b>5.231</b>	<b>(10,9)</b>
- contract	('000)	1.966	2.007	2.007	2.024	2.047	2.097	6,7	1.966	2.097	6,7
- prepaid	('000)	3.903	3.715	3.715	3.403	3.231	3.133	(19,7)	3.903	3.133	(19,7)
<b>NET ADDS</b>	<b>('000)</b>	<b>(40)</b>	<b>(147)</b>	<b>(270)</b>	<b>(294)</b>	<b>(149)</b>	<b>(48)</b>	<b>(20,0)</b>	<b>(123)</b>	<b>(491)</b>	<b>n.a.</b>
- contract	('000)	10	41	114	17	23	50	n.a.	73	90	23,3
- prepaid	('000)	(50)	(188)	(384)	(312)	(172)	(98)	(96,0)	(196)	(582)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,1</b>	<b>3,3</b>	<b>3,3</b>	<b>3,7</b>	<b>3,4</b>	<b>3,2</b>	<b>0,1p</b>	<b>3,2</b>	<b>3,5</b>	<b>0,3p</b>
- contract	(%)	1,5	1,6	1,6	1,8	1,4	1,2	(0,3p)	1,6	1,4	(0,2p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>6</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>14</b>	<b>12</b>	<b>100,0</b>	<b>8</b>	<b>12</b>	<b>50,0</b>
- contract	€	27	34	35	27	58	51	88,9	36	45	25,0
- prepaid	€	1	1	1	1	0	(1)	n.a.	1	0	(100,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>22</b>	<b>11</b>	<b>16</b>	<b>12</b>	<b>12</b>	<b>1</b>	<b>(95,5)</b>	<b>18</b>	<b>9</b>	<b>(50,0)</b>
<b>ARPU</b>	<b>€</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>0,0</b>	<b>5</b>	<b>5</b>	<b>0,0</b>
- contract	€	9	9	9	8	9	9	0,0	9	9	0,0
- prepaid	€	3	2	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>30</b>	<b>31</b>	<b>30</b>	<b>31</b>	<b>32</b>	<b>38</b>	<b>8p</b>	<b>30</b>	<b>34</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>281</b>	<b>284</b>	<b>290</b>	<b>286</b>	<b>293</b>	<b>305</b>	<b>8,5</b>	<b>292</b>	<b>295</b>	<b>1,0</b>
- contract	(min)	409	415	421	402	401	410	0,2	423	404	(4,5)



# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>415</b>	<b>447</b>	<b>1.673</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>11,6</b>	<b>1.226</b>	<b>1.332</b>	<b>8,6</b>
<b>PRODUCT VIEW</b>		<b>415</b>	<b>447</b>	<b>1.673</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>11,6</b>	<b>1.226</b>	<b>1.332</b>	<b>8,6</b>
- Fixed network		187	217	787	198	222	211	12,8	570	632	10,9
- Mobile communications		227	229	885	217	232	252	11,0	656	700	6,7
<b>SEGMENT VIEW</b>		<b>415</b>	<b>447</b>	<b>1.673</b>	<b>415</b>	<b>454</b>	<b>463</b>	<b>11,6</b>	<b>1.226</b>	<b>1.332</b>	<b>8,6</b>
- of which Consumer		238	247	948	239	248	263	10,5	700	750	7,1
- of which Business		138	166	577	143	170	157	13,8	411	470	14,4
<b>EBITDA</b>	1	<b>145</b>	<b>124</b>	<b>539</b>	<b>109</b>	<b>141</b>	<b>168</b>	<b>15,9</b>	<b>415</b>	<b>418</b>	<b>0,7</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>34,9</b>	<b>27,7</b>	<b>32,2</b>	<b>26,3</b>	<b>31,1</b>	<b>36,3</b>	<b>1,4p</b>	<b>33,8</b>	<b>31,4</b>	<b>(2,4p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>61</b>	<b>81</b>	<b>279</b>	<b>69</b>	<b>58</b>	<b>50</b>	<b>(18,0)</b>	<b>198</b>	<b>177</b>	<b>(10,6)</b>
<b>CASH CONTRIBUTION</b>		<b>84</b>	<b>43</b>	<b>260</b>	<b>40</b>	<b>83</b>	<b>118</b>	<b>40,5</b>	<b>217</b>	<b>241</b>	<b>11,1</b>

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 2mn in Q1/17, EUR 2mn in Q2/17 and EUR 2mn in Q3/17.

# HUNGARY

## OPERATIONALS<sup>1</sup>

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.650	1.629	1.629	1.630	1.637	1.634	(1,0)	1.650	1.634	(1,0)
- IP	('000)	1.506	1.583	1.583	1.587	1.597	1.597	6,0	1.506	1.597	6,0
Broadband Access Lines Retail	('000)	1.014	1.011	1.011	1.026	1.047	1.059	4,4	1.014	1.059	4,4
TV (IPTV, SAT, Cable)	('000)	979	969	969	985	1.006	1.016	3,8	979	1.016	3,8
Wholesale Bundled Access Lines	('000)	15	14	14	13	13	13	(13,3)	15	13	(13,3)
ULLs/Wholesale PSTN	('000)	8	7	7	6	6	4	(50,0)	8	4	(50,0)
Wholesale Unbundled Access Lines	('000)	12	12	12	11	20	20	66,7	12	20	66,7
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	179	177	706	175	180	191	6,7	529	547	3,4
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.301</b>	<b>5.332</b>	<b>5.332</b>	<b>5.304</b>	<b>5.390</b>	<b>5.401</b>	<b>1,9</b>	<b>5.301</b>	<b>5.401</b>	<b>1,9</b>
- contract	('000)	3.122	3.155	3.155	3.188	3.327	3.382	8,3	3.122	3.382	8,3
- prepaid	('000)	2.179	2.177	2.177	2.116	2.063	2.019	(7,3)	2.179	2.019	(7,3)
<b>NET ADDS</b>	<b>('000)</b>	<b>(43)</b>	<b>31</b>	<b>(172)</b>	<b>(28)</b>	<b>86</b>	<b>11</b>	<b>n.a.</b>	<b>(203)</b>	<b>69</b>	<b>n.a.</b>
- contract	('000)	12	33	52	33	139	55	n.a.	19	228	n.a.
- prepaid	('000)	(55)	(2)	(224)	(61)	(53)	(45)	18,2	(222)	(159)	28,4
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,6</b>	<b>1,3</b>	<b>1,6</b>	<b>1,3</b>	<b>1,3</b>	<b>1,5</b>	<b>(0,1p)</b>	<b>1,6</b>	<b>1,3</b>	<b>(0,3p)</b>
- contract	(%)	0,8	0,8	0,8	0,7	0,7	0,7	(0,1p)	0,9	0,7	(0,2p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>18</b>	<b>21</b>	<b>19</b>	<b>25</b>	<b>12</b>	<b>12</b>	<b>(33,3)</b>	<b>19</b>	<b>13</b>	<b>(31,6)</b>
- contract	€	44	46	44	44	18	25	(43,2)	43	23	(46,5)
- prepaid	€	5	6	5	5	3	2	(60,0)	5	3	(40,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>57</b>	<b>64</b>	<b>59</b>	<b>68</b>	<b>29</b>	<b>42</b>	<b>(26,3)</b>	<b>56</b>	<b>49</b>	<b>(12,5)</b>
<b>ARPU</b>	<b>€</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>12</b>	<b>9,1</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	€	16	16	16	16	16	17	6,3	16	16	0,0
- prepaid	€	4	4	4	3	4	3	(25,0)	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>34</b>	<b>35</b>	<b>34</b>	<b>36</b>	<b>37</b>	<b>40</b>	<b>6p</b>	<b>34</b>	<b>38</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>199</b>	<b>200</b>	<b>197</b>	<b>201</b>	<b>212</b>	<b>209</b>	<b>5,0</b>	<b>195</b>	<b>207</b>	<b>6,2</b>
- contract	(min)	298	304	300	300	307	298	0,0	298	302	1,3

<sup>1</sup> The Q4/16 numbers are including 19k disconnections in BB and 22k disconnections in TV.

# POLAND

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

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>373</b>	<b>394</b>	<b>1.488</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>0,8</b>	<b>1.094</b>	<b>1.117</b>	<b>2,1</b>
<b>PRODUCT VIEW</b>		<b>373</b>	<b>394</b>	<b>1.488</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>0,8</b>	<b>1.094</b>	<b>1.117</b>	<b>2,1</b>
- Fixed network		25	25	99	25	25	27	8,0	74	77	4,1
- Mobile communications		347	368	1.388	339	352	349	0,6	1.020	1.040	2,0
<b>SEGMENT VIEW</b>		<b>373</b>	<b>394</b>	<b>1.488</b>	<b>364</b>	<b>378</b>	<b>376</b>	<b>0,8</b>	<b>1.094</b>	<b>1.117</b>	<b>2,1</b>
- of which Consumer		201	217	812	206	207	208	3,5	595	621	4,4
- of which Business		129	138	516	122	129	124	(3,9)	378	375	(0,8)
<b>EBITDA</b>	2	<b>125</b>	<b>136</b>	<b>482</b>	<b>100</b>	<b>125</b>	<b>88</b>	<b>(29,6)</b>	<b>345</b>	<b>313</b>	<b>(9,3)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>33,5</b>	<b>34,5</b>	<b>32,4</b>	<b>27,5</b>	<b>33,1</b>	<b>23,4</b>	<b>(10,1p)</b>	<b>31,5</b>	<b>28,0</b>	<b>(3,5p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>493</b>	<b>70</b>	<b>1.143</b>	<b>76</b>	<b>34</b>	<b>45</b>	<b>(90,9)</b>	<b>1.073</b>	<b>155</b>	<b>(85,6)</b>
<b>CASH CONTRIBUTION</b>		<b>(368)</b>	<b>66</b>	<b>(661)</b>	<b>24</b>	<b>91</b>	<b>43</b>	<b>n.a.</b>	<b>(728)</b>	<b>158</b>	<b>n.a.</b>

1 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

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

# POLAND

## OPERATIONALS<sup>1,2</sup>

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	20	20	20	33	31	29	45,0	20	29	45,0
- IP	('000)	2	2	2	2	1	1	(50,0)	2	1	(50,0)
Broadband Access Lines Retail	('000)	10	10	10	20	18	17	70,0	10	17	70,0
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	5	5	5	0	0	0	(100,0)	5	0	(100,0)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	235	246	945	217	227	224	(4,7)	699	669	(4,3)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>11.221</b>	<b>10.634</b>	<b>10.634</b>	<b>10.229</b>	<b>10.251</b>	<b>10.297</b>	<b>(8,2)</b>	<b>11.221</b>	<b>10.297</b>	<b>(8,2)</b>
- contract	('000)	6.541	6.612	6.612	6.696	6.741	6.797	3,9	6.541	6.797	3,9
- prepaid	('000)	4.680	4.022	4.022	3.533	3.510	3.500	(25,2)	4.680	3.500	(25,2)
<b>NET ADDS</b>	<b>('000)</b>	<b>(414)</b>	<b>(587)</b>	<b>(1.422)</b>	<b>(405)</b>	<b>21</b>	<b>46</b>	<b>n.a.</b>	<b>(835)</b>	<b>(337)</b>	<b>59,6</b>
- contract	('000)	25	70	43	84	45	56	n.a.	(28)	186	n.a.
- prepaid	('000)	(440)	(657)	(1.465)	(489)	(24)	(10)	97,7	(807)	(523)	35,2
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>3,2</b>	<b>3,4</b>	<b>3,3</b>	<b>3,2</b>	<b>2,0</b>	<b>1,8</b>	<b>(1,4p)</b>	<b>3,3</b>	<b>2,3</b>	<b>(1,0p)</b>
- contract	(%)	1,2	1,4	1,2	1,3	1,1	1,0	(0,2p)	1,1	1,1	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>6</b>	<b>10</b>	<b>7</b>	<b>7</b>	<b>2</b>	<b>5</b>	<b>(16,7)</b>	<b>6</b>	<b>5</b>	<b>(16,7)</b>
- contract	€	16	15	21	12	3	9	(43,8)	24	8	(66,7)
- prepaid	€	1	4	2	2	2	2	n.a.	1	2	100,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>(1)</b>	<b>13</b>	<b>4</b>	<b>(3)</b>	<b>(5)</b>	<b>(6)</b>	<b>n.a.</b>	<b>0</b>	<b>(5)</b>	<b>n.a.</b>
<b>ARPU</b>	<b>€</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>0,0</b>	<b>7</b>	<b>7</b>	<b>0,0</b>
- contract	€	10	11	10	10	10	9	(10,0)	10	10	0,0
- prepaid	€	2	2	2	2	3	3	50,0	2	3	50,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>42</b>	<b>42</b>	<b>42</b>	<b>47</b>	<b>48</b>	<b>48</b>	<b>6p</b>	<b>42</b>	<b>48</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>215</b>	<b>232</b>	<b>216</b>	<b>246</b>	<b>248</b>	<b>258</b>	<b>20,0</b>	<b>211</b>	<b>251</b>	<b>19,0</b>
- contract	(min)	327	338	331	340	330	340	4,0	329	336	2,1

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

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

# CZECH REPUBLIC

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>239</b>	<b>258</b>	<b>959</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>6,7</b>	<b>701</b>	<b>740</b>	<b>5,6</b>
<b>PRODUCT VIEW</b>		<b>239</b>	<b>258</b>	<b>959</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>6,7</b>	<b>701</b>	<b>740</b>	<b>5,6</b>
- Fixed network		52	66	220	54	59	61	17,3	155	174	12,3
- Mobile communications		187	192	739	182	189	195	4,3	547	566	3,5
<b>SEGMENT VIEW</b>		<b>239</b>	<b>258</b>	<b>959</b>	<b>237</b>	<b>248</b>	<b>255</b>	<b>6,7</b>	<b>701</b>	<b>740</b>	<b>5,6</b>
- of which Consumer		120	124	474	117	121	127	5,8	350	366	4,6
- of which Business		106	119	433	104	111	112	5,7	314	327	4,1
<b>EBITDA</b>	1	<b>103</b>	<b>98</b>	<b>400</b>	<b>100</b>	<b>100</b>	<b>101</b>	<b>(1,9)</b>	<b>302</b>	<b>301</b>	<b>(0,3)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>43,1</b>	<b>38,0</b>	<b>41,7</b>	<b>42,2</b>	<b>40,3</b>	<b>39,6</b>	<b>(3,5p)</b>	<b>43,1</b>	<b>40,7</b>	<b>(2,4p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>51</b>	<b>26</b>	<b>160</b>	<b>37</b>	<b>28</b>	<b>25</b>	<b>(51,0)</b>	<b>135</b>	<b>89</b>	<b>(34,1)</b>
<b>CASH CONTRIBUTION</b>		<b>52</b>	<b>72</b>	<b>240</b>	<b>63</b>	<b>72</b>	<b>76</b>	<b>46,2</b>	<b>167</b>	<b>212</b>	<b>26,9</b>

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

# CZECH REPUBLIC OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	147	140	140	143	146	153	4,1	147	153	4,1
- IP	('000)	132	126	126	130	133	141	6,8	132	141	6,8
Broadband Access Lines Retail	('000)	130	132	132	133	133	133	2,3	130	133	2,3
TV (IPTV, SAT, Cable)	('000)	16	12	12	15	19	25	56,3	16	25	56,3
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
ULLs/Wholesale PSTN	('000)	6	6	6	6	6	6	0,0	6	6	0,0
Wholesale Unbundled Access Lines	('000)	2	2	2	2	2	2	0,0	2	2	0,0
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	173	171	678	169	177	183	5,8	508	529	4,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>6.002</b>	<b>6.049</b>	<b>6.049</b>	<b>6.097</b>	<b>6.155</b>	<b>6.176</b>	<b>2,9</b>	<b>6.002</b>	<b>6.176</b>	<b>2,9</b>
- contract	('000)	3.646	3.687	3.687	3.736	3.790	3.819	4,7	3.646	3.819	4,7
- prepaid	('000)	2.356	2.362	2.362	2.361	2.365	2.358	0,1	2.356	2.358	0,1
<b>NET ADDS</b>	<b>('000)</b>	<b>(5)</b>	<b>46</b>	<b>30</b>	<b>48</b>	<b>58</b>	<b>21</b>	<b>n.a.</b>	<b>(16)</b>	<b>128</b>	<b>n.a.</b>
- contract	('000)	23	40	90	49	55	29	26,1	50	132	n.a.
- prepaid	('000)	(29)	6	(60)	(1)	4	(8)	72,4	(66)	(4)	93,9
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,4</b>	<b>1,3</b>	<b>1,4</b>	<b>1,2</b>	<b>1,2</b>	<b>1,3</b>	<b>(0,1p)</b>	<b>1,4</b>	<b>1,2</b>	<b>(0,2p)</b>
- contract	(%)	0,5	0,5	0,5	0,5	0,5	0,6	0,1p	0,5	0,5	0,0p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>18</b>	<b>25</b>	<b>22</b>	<b>21</b>	<b>24</b>	<b>21</b>	<b>16,7</b>	<b>20</b>	<b>22</b>	<b>10,0</b>
- contract	€	48	58	52	49	55	54	12,5	50	52	4,0
- prepaid	€	3	5	4	2	2	1	(66,7)	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>15</b>	<b>17</b>	<b>14</b>	<b>19</b>	<b>21</b>	<b>21</b>	<b>40,0</b>	<b>14</b>	<b>20</b>	<b>42,9</b>
<b>ARPU</b>	<b>€</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>10</b>	<b>10</b>	<b>0,0</b>	<b>9</b>	<b>10</b>	<b>11,1</b>
- contract	€	14	13	13	13	13	14	0,0	13	13	0,0
- prepaid	€	4	4	3	3	4	4	0,0	3	4	33,3
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>49</b>	<b>49</b>	<b>48</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>1p</b>	<b>48</b>	<b>50</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>152</b>	<b>158</b>	<b>157</b>	<b>158</b>	<b>159</b>	<b>155</b>	<b>2,0</b>	<b>156</b>	<b>157</b>	<b>0,6</b>
- contract	(min)	222	230	231	230	230	221	(0,5)	231	227	(1,7)

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>238</b>	<b>237</b>	<b>925</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>8,8</b>	<b>688</b>	<b>714</b>	<b>3,8</b>
<b>PRODUCT VIEW</b>		<b>238</b>	<b>237</b>	<b>925</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>8,8</b>	<b>688</b>	<b>714</b>	<b>3,8</b>
- Fixed network		135	144	551	133	134	144	6,7	406	412	1,5
- Mobile communications		102	93	374	90	97	114	11,8	281	301	7,1
<b>SEGMENT VIEW</b>		<b>238</b>	<b>237</b>	<b>925</b>	<b>224</b>	<b>231</b>	<b>259</b>	<b>8,8</b>	<b>688</b>	<b>714</b>	<b>3,8</b>
- of which Consumer		125	126	488	120	124	125	0,0	362	369	1,9
- of which Business		67	88	297	70	73	81	20,9	209	224	7,2
<b>EBITDA</b>	1	<b>103</b>	<b>94</b>	<b>374</b>	<b>84</b>	<b>96</b>	<b>108</b>	<b>4,9</b>	<b>280</b>	<b>288</b>	<b>2,9</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>43,3</b>	<b>39,7</b>	<b>40,4</b>	<b>37,5</b>	<b>41,6</b>	<b>41,7</b>	<b>(1,6p)</b>	<b>40,7</b>	<b>40,3</b>	<b>(0,4p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>35</b>	<b>28</b>	<b>155</b>	<b>34</b>	<b>48</b>	<b>50</b>	<b>42,9</b>	<b>127</b>	<b>132</b>	<b>3,9</b>
<b>CASH CONTRIBUTION</b>		<b>68</b>	<b>66</b>	<b>219</b>	<b>50</b>	<b>48</b>	<b>58</b>	<b>(14,7)</b>	<b>153</b>	<b>156</b>	<b>2,0</b>

1 Special factors affecting EBITDA: EUR 3mn in Q4/16, EUR 4mn in Q1/17, EUR 2mn in Q2/17 and EUR 7mn in Q3/17.

# CROATIA OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.004	1.001	1.001	992	986	974	(3,0)	1.004	974	(3,0)
- IP	('000)	1.004	1.000	1.000	991	985	974	(3,0)	1.004	974	(3,0)
Broadband Access Lines Retail	('000)	642	649	649	653	655	654	1,9	642	654	1,9
TV (IPTV, SAT, Cable)	('000)	394	401	401	408	411	413	4,8	394	413	4,8
Wholesale Bundled Access Lines	('000)	25	21	21	17	15	13	(48,0)	25	13	(48,0)
ULLs/Wholesale PSTN	('000)	151	148	148	144	140	135	(10,6)	151	135	(10,6)
Wholesale Unbundled Access Lines	('000)	104	113	113	124	127	123	18,3	104	123	18,3
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	83	71	292	69	75	91	9,6	222	235	5,9
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.332</b>	<b>2.234</b>	<b>2.234</b>	<b>2.210</b>	<b>2.237</b>	<b>2.297</b>	<b>(1,5)</b>	<b>2.332</b>	<b>2.297</b>	<b>(1,5)</b>
- contract	('000)	1.130	1.159	1.159	1.165	1.206	1.222	8,1	1.130	1.222	8,1
- prepaid	('000)	1.202	1.075	1.075	1.045	1.030	1.075	(10,6)	1.202	1.075	(10,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>86</b>	<b>(98)</b>	<b>2</b>	<b>(24)</b>	<b>27</b>	<b>60</b>	<b>(30,2)</b>	<b>99</b>	<b>63</b>	<b>(36,4)</b>
- contract	('000)	2	29	40	6	41	16	n.a.	11	63	n.a.
- prepaid	('000)	84	(127)	(38)	(30)	(15)	44	(47,6)	89	(1)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,4</b>	<b>3,9</b>	<b>2,8</b>	<b>2,6</b>	<b>2,2</b>	<b>2,1</b>	<b>(0,3p)</b>	<b>2,4</b>	<b>2,3</b>	<b>(0,1p)</b>
- contract	(%)	1,1	1,1	1,1	1,2	1,0	0,9	(0,2p)	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>11</b>	<b>19</b>	<b>14</b>	<b>20</b>	<b>16</b>	<b>13</b>	<b>18,2</b>	<b>12</b>	<b>16</b>	<b>33,3</b>
- contract	€	64	56	56	66	49	57	(10,9)	55	57	3,6
- prepaid	€	2	2	2	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>54</b>	<b>51</b>	<b>56</b>	<b>53</b>	<b>51</b>	<b>54</b>	<b>0,0</b>	<b>57</b>	<b>52</b>	<b>(8,8)</b>
<b>ARPU</b>	<b>€</b>	<b>12</b>	<b>10</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>13</b>	<b>8,3</b>	<b>11</b>	<b>12</b>	<b>9,1</b>
- contract	€	18	15	16	15	16	20	11,1	16	17	6,3
- prepaid	€	6	5	6	5	6	6	0,0	6	6	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>49</b>	<b>50</b>	<b>49</b>	<b>50</b>	<b>51</b>	<b>57</b>	<b>8p</b>	<b>49</b>	<b>53</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>208</b>	<b>207</b>	<b>206</b>	<b>209</b>	<b>219</b>	<b>221</b>	<b>6,3</b>	<b>206</b>	<b>216</b>	<b>4,9</b>
- contract	(min)	282	276	276	270	282	282	0,0	276	278	0,7



# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>191</b>	<b>202</b>	<b>766</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>(2,6)</b>	<b>564</b>	<b>554</b>	<b>(1,8)</b>
<b>PRODUCT VIEW</b>		<b>191</b>	<b>202</b>	<b>766</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>(2,6)</b>	<b>564</b>	<b>554</b>	<b>(1,8)</b>
- Fixed network		98	108	398	90	94	93	(5,1)	289	277	(4,2)
- Mobile communications		93	93	368	93	92	93	0,0	275	277	0,7
<b>SEGMENT VIEW</b>		<b>191</b>	<b>202</b>	<b>766</b>	<b>183</b>	<b>185</b>	<b>186</b>	<b>(2,6)</b>	<b>564</b>	<b>554</b>	<b>(1,8)</b>
- of which Consumer		120	122	480	98	99	101	(15,8)	358	299	(16,5)
- of which Business		45	59	195	69	70	69	53,3	136	208	52,9
<b>EBITDA</b>	1	<b>83</b>	<b>62</b>	<b>302</b>	<b>77</b>	<b>81</b>	<b>86</b>	<b>3,6</b>	<b>240</b>	<b>244</b>	<b>1,7</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>43,5</b>	<b>30,7</b>	<b>39,4</b>	<b>42,1</b>	<b>43,8</b>	<b>46,2</b>	<b>2,7p</b>	<b>42,6</b>	<b>44,0</b>	<b>1,4p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>20</b>	<b>25</b>	<b>119</b>	<b>37</b>	<b>32</b>	<b>26</b>	<b>30,0</b>	<b>93</b>	<b>95</b>	<b>2,2</b>
<b>CASH CONTRIBUTION</b>		<b>59</b>	<b>37</b>	<b>183</b>	<b>40</b>	<b>49</b>	<b>60</b>	<b>1,7</b>	<b>147</b>	<b>149</b>	<b>1,4</b>

1 Special factors affecting EBITDA: EUR 28mn in Q4/16 and EUR 18mn in Q2/17.

# SLOVAKIA OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	847	850	850	854	855	855	0,9	847	855	0,9
- IP	('000)	847	850	850	854	855	855	0,9	847	855	0,9
Broadband Access Lines Retail	('000)	496	509	509	523	532	541	9,1	496	541	9,1
TV (IPTV, SAT, Cable)	('000)	517	538	538	564	574	581	12,4	517	581	12,4
Wholesale Bundled Access Lines	('000)	16	15	15	15	14	14	(12,5)	16	14	(12,5)
Wholesale Unbundled Access Lines	('000)	113	113	113	111	109	107	(5,3)	113	107	(5,3)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	83	82	327	83	82	85	2,4	245	250	2,0
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.226</b>	<b>2.225</b>	<b>2.225</b>	<b>2.230</b>	<b>2.235</b>	<b>2.245</b>	<b>0,9</b>	<b>2.226</b>	<b>2.245</b>	<b>0,9</b>
- contract	('000)	1.467	1.478	1.478	1.398	1.410	1.428	(2,7)	1.467	1.428	(2,7)
- prepaid	('000)	759	747	747	832	825	817	7,6	759	817	7,6
<b>NET ADDS</b>	<b>('000)</b>	<b>0</b>	<b>(1)</b>	<b>(10)</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>n.a.</b>	<b>(9)</b>	<b>20</b>	<b>n.a.</b>
- contract	('000)	4	11	24	(80)	12	18	n.a.	13	(50)	n.a.
- prepaid	('000)	(4)	(12)	(35)	85	(7)	(8)	(100,0)	(22)	70	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,2</b>	<b>1,4</b>	<b>1,3</b>	<b>1,4</b>	<b>1,1</b>	<b>1,1</b>	<b>(0,1p)</b>	<b>1,3</b>	<b>1,2</b>	<b>(0,1p)</b>
- contract	(%)	0,8	1,0	0,9	2,8	0,7	0,7	(0,1p)	0,8	1,4	0,6p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>46</b>	<b>66</b>	<b>51</b>	<b>45</b>	<b>44</b>	<b>42</b>	<b>(8,7)</b>	<b>46</b>	<b>44</b>	<b>(4,3)</b>
- contract	€	90	113	95	98	86	81	(10,0)	87	89	2,3
- prepaid	€	3	3	3	2	3	2	(33,3)	3	2	(33,3)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>118</b>	<b>174</b>	<b>143</b>	<b>133</b>	<b>114</b>	<b>114</b>	<b>(3,4)</b>	<b>127</b>	<b>121</b>	<b>(4,7)</b>
<b>ARPU</b>	<b>€</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>13</b>	<b>8,3</b>	<b>12</b>	<b>12</b>	<b>0,0</b>
- contract	€	17	17	17	17	18	18	5,9	17	18	5,9
- prepaid	€	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>41</b>	<b>41</b>	<b>40</b>	<b>42</b>	<b>42</b>	<b>44</b>	<b>3p</b>	<b>40</b>	<b>43</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>1</b>	<b>180</b>	<b>175</b>	<b>178</b>	<b>179</b>	<b>171</b>	<b>0,0</b>	<b>174</b>	<b>176</b>	<b>1,1</b>
- contract	(min)	1	236	242	243	251	240	1,7	241	245	1,7

1 The Q1/17 numbers are retrospectively adjusted due to technical problems.

# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>219</b>	<b>220</b>	<b>855</b>	<b>228</b>	<b>215</b>	<b>222</b>	<b>1,4</b>	<b>635</b>	<b>665</b>	<b>4,7</b>
- of which Consumer		158	163	630	161	151	155	(1,9)	467	467	0,0
- of which Business		47	50	184	39	39	40	(14,9)	134	118	(11,9)
<b>EBITDA</b>	1	<b>79</b>	<b>41</b>	<b>258</b>	<b>89</b>	<b>69</b>	<b>73</b>	<b>(7,6)</b>	<b>217</b>	<b>231</b>	<b>6,5</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>36,1</b>	<b>18,6</b>	<b>30,2</b>	<b>39,0</b>	<b>32,1</b>	<b>32,9</b>	<b>(3,2p)</b>	<b>34,2</b>	<b>34,7</b>	<b>0,5p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>32</b>	<b>43</b>	<b>139</b>	<b>45</b>	<b>30</b>	<b>34</b>	<b>6,3</b>	<b>96</b>	<b>109</b>	<b>13,5</b>
<b>CASH CONTRIBUTION</b>		<b>47</b>	<b>(2)</b>	<b>119</b>	<b>44</b>	<b>39</b>	<b>39</b>	<b>(17,0)</b>	<b>121</b>	<b>122</b>	<b>0,8</b>

## OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€)	189	186	732	200	185	196	3,7	546	582	6,6
<b>CUSTOMERS</b>	<b>('000)</b>	<b>4.365</b>	<b>4.594</b>	<b>4.594</b>	<b>4.713</b>	<b>4.984</b>	<b>5.201</b>	<b>19,2</b>	<b>4.365</b>	<b>5.201</b>	<b>19,2</b>
- contract	('000)	3.120	3.175	3.175	3.195	3.240	3.271	4,8	3.120	3.271	4,8
- prepaid	('000)	1.244	1.418	1.418	1.518	1.744	1.930	55,1	1.244	1.930	55,1
<b>NET ADDS</b>	<b>('000)</b>	<b>90</b>	<b>229</b>	<b>386</b>	<b>102</b>	<b>271</b>	<b>217</b>	<b>n.a.</b>	<b>157</b>	<b>590</b>	<b>n.a.</b>
- contract	('000)	64	55	216	2	46	30	(53,1)	161	78	(51,6)
- prepaid	('000)	26	174	169	100	226	187	n.a.	(5)	513	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,8</b>	<b>2,5</b>	<b>2,7</b>	<b>2,4</b>	<b>2,2</b>	<b>2,7</b>	<b>(0,1p)</b>	<b>2,7</b>	<b>2,4</b>	<b>(0,3p)</b>
- contract	(%)	2,7	2,2	2,4	2,7	2,5	3,0	0,3p	2,5	2,7	0,2p
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>25</b>	<b>35</b>	<b>28</b>	<b>21</b>	<b>19</b>	<b>17</b>	<b>(32,0)</b>	<b>25</b>	<b>19</b>	<b>(24,0)</b>
- contract	€	33	71	42	33	36	32	(3,0)	33	34	3,0
- prepaid	€	3	2	3	3	2	1	(66,7)	4	2	(50,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>113</b>	<b>156</b>	<b>122</b>	<b>113</b>	<b>128</b>	<b>123</b>	<b>8,8</b>	<b>108</b>	<b>121</b>	<b>12,0</b>
<b>ARPU</b>	<b>€</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>13</b>	<b>13</b>	<b>(13,3)</b>	<b>14</b>	<b>13</b>	<b>(7,1)</b>
- contract	€	19	18	18	20	18	19	0,0	18	19	5,6
- prepaid	€	4	4	4	3	3	3	(25,0)	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>46</b>	<b>46</b>	<b>46</b>	<b>42</b>	<b>47</b>	<b>50</b>	<b>4p</b>	<b>45</b>	<b>46</b>	<b>1p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>179</b>	<b>181</b>	<b>186</b>	<b>174</b>	<b>166</b>	<b>161</b>	<b>(10,1)</b>	<b>188</b>	<b>167</b>	<b>(11,2)</b>
- contract	(min)	203	211	214	205	199	190	(6,4)	215	198	(7,9)

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



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# SYSTEMS SOLUTIONS

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

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.674</b>	<b>1.741</b>	<b>6.993</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>2,0</b>	<b>5.252</b>	<b>5.099</b>	<b>(2,9)</b>
International Revenue		487	499	2.143	482	477	455	(6,6)	1.644	1.413	(14,1)
<b>NET REVENUE</b>		<b>1.349</b>	<b>1.382</b>	<b>5.678</b>	<b>1.369</b>	<b>1.349</b>	<b>1.352</b>	<b>0,2</b>	<b>4.296</b>	<b>4.069</b>	<b>(5,3)</b>
<b>EBITDA</b>		<b>139</b>	<b>84</b>	<b>530</b>	<b>96</b>	<b>136</b>	<b>131</b>	<b>(5,8)</b>	<b>446</b>	<b>362</b>	<b>(18,8)</b>
EBITDA margin (EBITDA / total revenue)	%	8,3	4,8	7,6	5,6	8,1	7,7	(0,6)	8,5	7,1	(1,4p)
Depreciation, amortization and impairment losses		(102)	(110)	(404)	(98)	(95)	(93)	8,8	(293)	(286)	(2,4)
Profit (loss) from operations = EBIT		37	(26)	126	(2)	41	38	2,7	152	76	(50,0)
<b>EBIT MARGIN</b>	%	<b>2,2</b>	<b>(1,5)</b>	<b>1,8</b>	<b>(0,1)</b>	<b>2,4</b>	<b>2,2</b>	<b>0,0p</b>	<b>2,9</b>	<b>1,5</b>	<b>(1,4p)</b>
<b>CASH CAPEX</b>		<b>85</b>	<b>143</b>	<b>402</b>	<b>86</b>	<b>91</b>	<b>87</b>	<b>2,4</b>	<b>259</b>	<b>264</b>	<b>1,9</b>
<b>CASH CONTRIBUTION</b>		<b>54</b>	<b>(59)</b>	<b>128</b>	<b>10</b>	<b>45</b>	<b>44</b>	<b>(18,5)</b>	<b>187</b>	<b>98</b>	<b>(47,6)</b>
<b>ORDER ENTRY</b>		<b>1.303</b>	<b>2.495</b>	<b>6.851</b>	<b>1.274</b>	<b>1.295</b>	<b>1.366</b>	<b>4,9</b>	<b>4.356</b>	<b>3.936</b>	<b>(9,6)</b>

## FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.674</b>	<b>1.741</b>	<b>6.993</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>2,0</b>	<b>5.252</b>	<b>5.099</b>	<b>(2,9)</b>
<b>NET REVENUE</b>		<b>1.349</b>	<b>1.382</b>	<b>5.678</b>	<b>1.369</b>	<b>1.349</b>	<b>1.352</b>	<b>0,2</b>	<b>4.296</b>	<b>4.069</b>	<b>(5,3)</b>
<b>EBITDA</b>		<b>87</b>	<b>11</b>	<b>278</b>	<b>61</b>	<b>97</b>	<b>56</b>	<b>(35,6)</b>	<b>268</b>	<b>214</b>	<b>(20,1)</b>
EBITDA margin (EBITDA / total revenue)	%	5,2	0,6	4,0	3,6	5,7	3,3	(1,9p)	5,1	4,2	(0,9p)
Depreciation, amortization and impairment losses	2	(118)	(119)	(428)	(98)	(97)	(1.338)	n.a.	(309)	(1.533)	n.a.
Profit (loss) from operations = EBIT	2	(31)	(108)	(150)	(37)	0	(1.282)	n.a.	(41)	(1.319)	n.a.
<b>CASH CAPEX</b>		<b>85</b>	<b>143</b>	<b>402</b>	<b>86</b>	<b>91</b>	<b>87</b>	<b>2,4</b>	<b>259</b>	<b>264</b>	<b>1,9</b>
<b>CASH CONTRIBUTION</b>		<b>2</b>	<b>(132)</b>	<b>(124)</b>	<b>(25)</b>	<b>6</b>	<b>(31)</b>	<b>n.a.</b>	<b>9</b>	<b>(50)</b>	<b>n.a.</b>

<sup>1</sup> The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.

<sup>2</sup> Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)

## SYSTEMS SOLUTIONS

### EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>1.674</b>	<b>1.741</b>	<b>6.993</b>	<b>1.704</b>	<b>1.688</b>	<b>1.707</b>	<b>2,0</b>	<b>5.252</b>	<b>5.099</b>	<b>(2,9)</b>
Profit (loss) from operations = EBIT	1	(31)	(108)	(150)	(37)	0	(1.282)	n.a.	(41)	(1.319)	n.a.
- Depreciation, amortization and impairment losses	1	(118)	(119)	(428)	(98)	(97)	(1.338)	n.a.	(309)	(1.533)	n.a.
<b>= EBITDA</b>		<b>87</b>	<b>11</b>	<b>278</b>	<b>61</b>	<b>97</b>	<b>56</b>	<b>(35,6)</b>	<b>268</b>	<b>214</b>	<b>(20,1)</b>
EBITDA margin	%	5,2	0,6	4,0	3,6	5,7	3,3	(1,9p)	5,1	4,2	(0,9p)
- Special factors affecting EBITDA		(52)	(73)	(252)	(35)	(39)	(74)	(42,3)	(178)	(148)	16,9
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>139</b>	<b>84</b>	<b>530</b>	<b>96</b>	<b>136</b>	<b>131</b>	<b>(5,8)</b>	<b>446</b>	<b>362</b>	<b>(18,8)</b>
EBITDA margin (adjusted for special factors)	%	8,3	4,8	7,6	5,6	8,1	7,7	(0,6p)	8,5	7,1	(1,4p)

## SPECIAL FACTORS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(52)</b>	<b>(73)</b>	<b>(252)</b>	<b>(35)</b>	<b>(39)</b>	<b>(74)</b>	<b>(42,3)</b>	<b>(178)</b>	<b>(148)</b>	<b>16,9</b>
- of which personnel		(25)	(37)	(136)	(14)	(18)	(54)	n.a.	(99)	(86)	13,1
- of which other		(27)	(36)	(116)	(21)	(21)	(20)	25,9	(80)	(62)	22,5
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	1	<b>(67)</b>	<b>(82)</b>	<b>(276)</b>	<b>(35)</b>	<b>(42)</b>	<b>(1.319)</b>	<b>n.a.</b>	<b>(194)</b>	<b>(1.396)</b>	<b>n.a.</b>
- of which personnel		(25)	(37)	(136)	(14)	(18)	(54)	n.a.	(99)	(86)	13,1
- of which other	1	(43)	(45)	(140)	(21)	(23)	(1.265)	n.a.	(96)	(1.309)	n.a.

1 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn. €)





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## GROUP DEVELOPMENT FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>588</b>	<b>610</b>	<b>2.347</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>(7,3)</b>	<b>1.736</b>	<b>1.702</b>	<b>(2,0)</b>
Netherlands		332	356	1.331	341	345	327	(1,5)	975	1.014	4,0
DFMG		221	218	876	217	213	217	(1,8)	658	647	(1,7)
Other		35	36	140	37	4	1	(97,1)	103	41	(60,2)
<b>EBITDA</b>		<b>251</b>	<b>213</b>	<b>943</b>	<b>238</b>	<b>236</b>	<b>220</b>	<b>(12,4)</b>	<b>730</b>	<b>695</b>	<b>(4,8)</b>
Netherlands		91	77	358	110	119	98	7,7	281	328	16,7
DFMG		156	133	563	124	126	126	(19,2)	431	376	(12,8)
Other		4	3	22	4	(9)	(4)	n.a.	18	(9)	n.a.
EBITDA margin (EBITDA / total revenue)	%	42,7	34,9	40,2	40,0	42,0	40,4	(2,3p)	42,1	40,8	(1,3p)
Depreciation, amortization and impairment losses		(85)	(83)	(345)	(71)	(71)	(72)	15,3	(262)	(215)	17,9
Profit (loss) from operations = EBIT		167	130	598	167	165	148	(11,4)	469	480	2,3
<b>CASH CAPEX</b>		<b>69</b>	<b>69</b>	<b>247</b>	<b>81</b>	<b>57</b>	<b>76</b>	<b>10,1</b>	<b>179</b>	<b>215</b>	<b>20,1</b>
<b>CASH CONTRIBUTION</b>		<b>182</b>	<b>144</b>	<b>696</b>	<b>157</b>	<b>179</b>	<b>144</b>	<b>(20,9)</b>	<b>551</b>	<b>480</b>	<b>(12,9)</b>

## FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>588</b>	<b>610</b>	<b>2.347</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>(7,3)</b>	<b>1.736</b>	<b>1.702</b>	<b>(2,0)</b>
<b>NET REVENUE</b>		<b>433</b>	<b>458</b>	<b>1.744</b>	<b>444</b>	<b>415</b>	<b>394</b>	<b>(9,0)</b>	<b>1.286</b>	<b>1.252</b>	<b>(2,6)</b>
<b>EBITDA</b>	1, 2, 3	<b>239</b>	<b>217</b>	<b>3.490</b>	<b>758</b>	<b>460</b>	<b>415</b>	<b>73,6</b>	<b>3.274</b>	<b>1.632</b>	<b>(50,2)</b>
Depreciation, amortization and impairment losses		(85)	(498)	(760)	(71)	(71)	(72)	15,3	(262)	(215)	17,9
Profit (loss) from operations = EBIT		154	(281)	2.730	686	388	343	n.a.	3.012	1.417	(53,0)
<b>CASH CAPEX</b>		<b>69</b>	<b>69</b>	<b>271</b>	<b>81</b>	<b>57</b>	<b>76</b>	<b>10,1</b>	<b>202</b>	<b>215</b>	<b>6,4</b>
<b>CASH CONTRIBUTION</b>		<b>170</b>	<b>148</b>	<b>3.219</b>	<b>677</b>	<b>403</b>	<b>339</b>	<b>99,4</b>	<b>3.072</b>	<b>1.417</b>	<b>(53,9)</b>

1 Q1/17: Income from the sale of Strato.

2 Q2/17: Income from the sale of the stake of Scout24.

3 Q3/17: Income from the settlement with BT.

## GROUP DEVELOPMENT EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>588</b>	<b>610</b>	<b>2.347</b>	<b>595</b>	<b>562</b>	<b>545</b>	<b>(7,3)</b>	<b>1.736</b>	<b>1.702</b>	<b>(2,0)</b>
Profit (loss) from operations = EBIT	1, 2, 3	154	(281)	2.730	686	388	343	n.a.	3.012	1.417	(53,0)
- Depreciation, amortization and impairment losses		(85)	(498)	(760)	(71)	(71)	(72)	15,3	(262)	(215)	17,9
<b>= EBITDA</b>	<b>1, 2, 3</b>	<b>239</b>	<b>217</b>	<b>3.490</b>	<b>758</b>	<b>460</b>	<b>415</b>	<b>73,6</b>	<b>3.274</b>	<b>1.632</b>	<b>(50,2)</b>
EBITDA margin	%	40,6	35,6	n.a.	n.a.	81,9	76,1	35,5p	n.a.	95,9	n.a.
- Special factors affecting EBITDA		(12)	4	2.547	519	223	195	n.a.	2.543	937	(63,2)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>251</b>	<b>213</b>	<b>943</b>	<b>238</b>	<b>236</b>	<b>220</b>	<b>(12,4)</b>	<b>730</b>	<b>695</b>	<b>(4,8)</b>
EBITDA margin (adjusted for special factors)	%	42,7	34,9	40,2	40,0	42,0	40,4	(2,3p)	42,1	40,8	(1,3p)

## SPECIAL FACTORS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>	<b>1, 2, 3</b>	<b>(12)</b>	<b>4</b>	<b>2.547</b>	<b>519</b>	<b>223</b>	<b>195</b>	<b>n.a.</b>	<b>2.543</b>	<b>937</b>	<b>(63,2)</b>
- of which personnel		(1)	(28)	(35)	5	(1)	(1)	0,0	(7)	4	n.a.
- of which other	1, 2, 3	(12)	32	2.582	514	224	196	58,3	2.550	933	(63,4)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>1, 2, 3</b>	<b>(12)</b>	<b>(411)</b>	<b>2.132</b>	<b>519</b>	<b>223</b>	<b>195</b>	<b>n.a.</b>	<b>2.543</b>	<b>937</b>	<b>(63,2)</b>
- of which personnel		(1)	(28)	(35)	5	(1)	(1)	0,0	(7)	4	n.a.
- of which other	1, 2, 3	(12)	(383)	2.167	514	224	196	n.a.	2.550	933	(63,4)

1 Q1/17: Income from the sale of Strato.

2 Q2/17: Income from the sale of the stake of Scout24.

3 Q3/17: Income from the settlement with BT.

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>332</b>	<b>356</b>	<b>1.331</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>(1,5)</b>	<b>975</b>	<b>1.014</b>	<b>4,0</b>
<b>PRODUCT VIEW</b>		<b>332</b>	<b>356</b>	<b>1.331</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>(1,5)</b>	<b>975</b>	<b>1.014</b>	<b>4,0</b>
- Fixed network		0	4	4	21	22	23	n/a	0	67	n/a
- Mobile communications		332	353	1.327	320	323	304	(8,4)	975	947	(2,9)
<b>SEGMENT VIEW</b>		<b>332</b>	<b>356</b>	<b>1.331</b>	<b>341</b>	<b>345</b>	<b>327</b>	<b>(1,5)</b>	<b>975</b>	<b>1.014</b>	<b>4,0</b>
- of which Consumer		232	247	929	228	229	210	(9,5)	682	589	(13,6)
- of which Business		62	66	247	63	64	59	(4,8)	181	187	3,3
<b>EBITDA</b>		<b>91</b>	<b>77</b>	<b>358</b>	<b>110</b>	<b>119</b>	<b>98</b>	<b>7,7</b>	<b>281</b>	<b>328</b>	<b>16,7</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>27,4</b>	<b>21,6</b>	<b>26,9</b>	<b>32,3</b>	<b>34,5</b>	<b>30,0</b>	<b>2,6p</b>	<b>28,8</b>	<b>32,3</b>	<b>3,5p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>27</b>	<b>29</b>	<b>123</b>	<b>41</b>	<b>36</b>	<b>48</b>	<b>77,8</b>	<b>94</b>	<b>125</b>	<b>33,0</b>
<b>CASH CONTRIBUTION</b>		<b>64</b>	<b>48</b>	<b>235</b>	<b>69</b>	<b>83</b>	<b>50</b>	<b>(21,9)</b>	<b>187</b>	<b>203</b>	<b>8,6</b>

# NETHERLANDS OPERATIONALS

	Note	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017	Q3 2017	Change %	Q1 - Q3 2016	Q1 - Q3 2017	Change %	
<b>FIXED NETWORK (END OF PERIOD)</b>												
Fixed network Access Lines	('000)	0	164	164	176	184	188	n.a.	0	188	n.a.	
- IP	('000)	0	164	164	176	184	188	n.a.	0	188	n.a.	
Broadband Access Lines Retail	('000)	0	164	164	176	184	188	n.a.	0	188	n.a.	
TV (IPTV, SAT, Cable)	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
Wholesale Bundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
Wholesale Unbundled Access Lines	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.	
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>												
Service revenue	(€ million)	232	230	916	226	228	220	(5,2)	686	675	(1,6)	
<b>CUSTOMERS</b>	<b>('000)</b>	<b>3.703</b>	<b>3.746</b>	<b>3.746</b>	<b>3.789</b>	<b>3.830</b>	<b>3.876</b>	<b>4,7</b>	<b>3.703</b>	<b>3.876</b>	<b>4,7</b>	
- contract	('000)	2.911	2.982	2.982	3.051	3.112	3.178	9,2	2.911	3.178	9,2	
- prepaid	('000)	792	764	764	738	719	698	(11,9)	792	698	(11,9)	
<b>NET ADDS</b>	<b>('000)</b>	<b>31</b>	<b>44</b>	<b>69</b>	<b>43</b>	<b>41</b>	<b>45</b>	<b>45,2</b>	<b>25</b>	<b>130</b>	<b>n.a.</b>	
- contract	('000)	54	71	183	69	61	66	22,2	111	195	75,7	
- prepaid	('000)	(23)	(27)	(114)	(26)	(19)	(20)	13,0	(86)	(66)	23,3	
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,4</b>	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>1,2</b>	<b>1,2</b>	<b>(0,2p)</b>	<b>1,4</b>	<b>1,2</b>	<b>(0,2p)</b>	
- contract	(%)	1,1	1,1	1,1	1,0	0,9	1,0	(0,1p)	1,1	0,9	(0,2p)	
<b>SAC PER GROSS ADD</b>	<b>€</b>	<b>1</b>	<b>110</b>	<b>175</b>	<b>126</b>	<b>79</b>	<b>77</b>	<b>71</b>	<b>(35,5)</b>	<b>107</b>	<b>80</b>	<b>(25,2)</b>
- contract	€	135	196	148	92	89	83	(38,5)	127	93	(26,8)	
- prepaid	€	11	16	15	(1)	1	(1)	n.a.	14	(0)	n.a.	
<b>SRC PER RETAINED CUSTOMER</b>	<b>€</b>	<b>1</b>	<b>92</b>	<b>181</b>	<b>126</b>	<b>56</b>	<b>39</b>	<b>43</b>	<b>(53,3)</b>	<b>106</b>	<b>49</b>	<b>(53,8)</b>
<b>ARPU</b>	<b>€</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>20</b>	<b>20</b>	<b>19</b>	<b>(9,5)</b>	<b>21</b>	<b>20</b>	<b>(6,7)</b>	
- contract	€	26	25	25	24	23	22	(15,4)	26	24	(9,6)	
- prepaid	€	4	4	4	4	3	3	(25,0)	4	3	(27,5)	
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>64</b>	<b>60</b>	<b>61</b>	<b>56</b>	<b>59</b>	<b>61</b>	<b>(5p)</b>	<b>62</b>	<b>59</b>	<b>(5p)</b>	
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>178</b>	<b>191</b>	<b>184</b>	<b>181</b>	<b>189</b>	<b>192</b>	<b>7,9</b>	<b>182</b>	<b>191</b>	<b>4,9</b>	
- contract	(min)	218	233	228	217	226	228	4,6	226	222	(1,8)	

1 The Subscriber Acquisition Costs per Gross Add and Subscriber Retention Cost per Retained Subscriber show a sharp decline. This reflects the changes in customer protection law from Jan 17.



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## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>846</b>	<b>929</b>	<b>3.467</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>(12,2)</b>	<b>2.538</b>	<b>2.268</b>	<b>(10,6)</b>
<b>NET REVENUE</b>		<b>96</b>	<b>150</b>	<b>421</b>	<b>88</b>	<b>83</b>	<b>52</b>	<b>(45,8)</b>	<b>272</b>	<b>223</b>	<b>(18,0)</b>
<b>EBITDA</b>		<b>(141)</b>	<b>(293)</b>	<b>(670)</b>	<b>(128)</b>	<b>(90)</b>	<b>(115)</b>	<b>(18,4)</b>	<b>(377)</b>	<b>(333)</b>	<b>11,7</b>
EBITDA margin (EBITDA / total revenue)	%	(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(15,5)	1,2p	(14,9)	(14,7)	(0,2p)
Depreciation, amortization and impairment losses		(158)	(176)	(676)	(148)	(192)	(159)	(0,6)	(500)	(500)	0,0
Profit (loss) from operations = EBIT		(298)	(469)	(1.346)	(276)	(282)	(274)	8,1	(877)	(832)	5,1
<b>CASH CAPEX</b>		<b>222</b>	<b>279</b>	<b>936</b>	<b>242</b>	<b>239</b>	<b>231</b>	<b>4,1</b>	<b>656</b>	<b>712</b>	<b>8,5</b>
<b>CASH CONTRIBUTION</b>		<b>(363)</b>	<b>(572)</b>	<b>(1.606)</b>	<b>(370)</b>	<b>(329)</b>	<b>(346)</b>	<b>4,7</b>	<b>(1.033)</b>	<b>(1.045)</b>	<b>(1,2)</b>

## FINANCIALS (AS REPORTED)

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>846</b>	<b>929</b>	<b>3.467</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>(12,2)</b>	<b>2.538</b>	<b>2.268</b>	<b>(10,6)</b>
<b>NET REVENUE</b>		<b>96</b>	<b>150</b>	<b>421</b>	<b>88</b>	<b>83</b>	<b>52</b>	<b>(45,8)</b>	<b>272</b>	<b>223</b>	<b>(18,0)</b>
<b>EBITDA</b>		<b>(219)</b>	<b>(365)</b>	<b>(1.243)</b>	<b>(144)</b>	<b>(90)</b>	<b>(162)</b>	<b>26,0</b>	<b>(878)</b>	<b>(395)</b>	<b>55,0</b>
EBITDA margin (EBITDA / total revenue)	%	(25,9)	(39,3)	(35,9)	(19,5)	(11,4)	(21,8)	4,1p	(34,6)	(17,4)	17,2p
Depreciation, amortization and impairment losses		(158)	(176)	(676)	(148)	(192)	(159)	(0,6)	(500)	(500)	0,0
Profit (loss) from operations = EBIT		(376)	(542)	(1.919)	(292)	(282)	(321)	14,6	(1.378)	(895)	35,1
<b>CASH CAPEX</b>		<b>222</b>	<b>279</b>	<b>936</b>	<b>242</b>	<b>239</b>	<b>231</b>	<b>4,1</b>	<b>656</b>	<b>712</b>	<b>8,5</b>
<b>CASH CONTRIBUTION</b>		<b>(441)</b>	<b>(644)</b>	<b>(2.179)</b>	<b>(386)</b>	<b>(329)</b>	<b>(393)</b>	<b>10,9</b>	<b>(1.534)</b>	<b>(1.107)</b>	<b>27,8</b>



## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>846</b>	<b>929</b>	<b>3.467</b>	<b>737</b>	<b>787</b>	<b>743</b>	<b>(12,2)</b>	<b>2.538</b>	<b>2.268</b>	<b>(10,6)</b>
Profit (loss) from operations = EBIT		(376)	(542)	(1.919)	(292)	(282)	(321)	14,6	(1.378)	(895)	35,1
- Depreciation, amortization and impairment losses		(158)	(176)	(676)	(148)	(192)	(159)	(0,6)	(500)	(500)	0,0
<b>= EBITDA</b>		<b>(219)</b>	<b>(365)</b>	<b>(1.243)</b>	<b>(144)</b>	<b>(90)</b>	<b>(162)</b>	<b>26,0</b>	<b>(878)</b>	<b>(395)</b>	<b>55,0</b>
EBITDA margin	%	(25,9)	(39,3)	(35,9)	(19,5)	(11,4)	(21,8)	4,1p	(34,6)	(17,4)	17,2p
- Special factors affecting EBITDA		(78)	(72)	(574)	(16)	1	(47)	39,7	(501)	(62)	87,6
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(141)</b>	<b>(293)</b>	<b>(670)</b>	<b>(128)</b>	<b>(90)</b>	<b>(115)</b>	<b>18,4</b>	<b>(377)</b>	<b>(333)</b>	<b>11,7</b>
EBITDA margin (adjusted for special factors)	%	(16,7)	(31,5)	(19,3)	(17,4)	(11,4)	(15,5)	1,2p	(14,9)	(14,7)	0,2p

### SPECIAL FACTORS

	Note	Q3 2016 millions of €	Q4 2016 millions of €	FY 2016 millions of €	Q1 2017 millions of €	Q2 2017 millions of €	Q3 2017 millions of €	Change %	Q1 - Q3 2016 millions of €	Q1 - Q3 2017 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(78)</b>	<b>(72)</b>	<b>(574)</b>	<b>(16)</b>	<b>1</b>	<b>(47)</b>	<b>39,7</b>	<b>(501)</b>	<b>(62)</b>	<b>87,6</b>
- of which personnel		(75)	(144)	(502)	(19)	(25)	(33)	56,0	(359)	(77)	78,6
- of which other		(3)	71	(71)	3	26	(14)	n.a.	(142)	15	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(78)</b>	<b>(72)</b>	<b>(574)</b>	<b>(16)</b>	<b>1</b>	<b>(47)</b>	<b>39,7</b>	<b>(501)</b>	<b>(62)</b>	<b>87,6</b>
- of which personnel		(75)	(144)	(502)	(19)	(25)	(33)	56,0	(359)	(77)	78,6
- of which other		(3)	71	(71)	3	26	(14)	n.a.	(142)	15	n.a.



## GLOSSARY AND DISCLAIMER

In addition to financial information presented in accordance with IFRS, this presentation contains non-GAAP financial measures,	
such as ...	which is defined as ...
<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.
	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 ≤ 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.