

# BACKUP Q2 2015

## DEUTSCHE TELEKOM

 H1 2015

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# GROUP

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

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>GROUP</b>		<b>15.114</b>	<b>15.648</b>	<b>17.002</b>	<b>62.658</b>	<b>16.842</b>	<b>17.428</b>	<b>15,3</b>	<b>30.008</b>	<b>34.270</b>	<b>14,2</b>
Germany		5.464	5.587	5.723	22.257	5.589	5.580	2,1	10.947	11.169	2,0
United States		5.270	5.554	6.510	22.408	6.905	7.443	41,2	10.344	14.348	38,7
Europe		3.163	3.317	3.367	12.972	3.106	3.136	(0,9)	6.288	6.242	(0,7)
Systems Solutions		2.187	2.068	2.294	8.601	2.001	2.166	(1,0)	4.239	4.167	(1,7)
Group Headquarters & Group Services		610	596	688	2.516	565	584	(4,3)	1.232	1.149	(6,7)
Reconciliation		(1.580)	(1.474)	(1.580)	(6.096)	(1.324)	(1.481)	6,3	(3.042)	(2.805)	7,8
<b>NET REVENUE</b>											
Germany		5.138	5.245	5.374	20.903	5.265	5.235	1,9	10.284	10.500	2,1
United States		5.269	5.554	6.509	22.405	6.904	7.444	41,3	10.342	14.348	38,7
Europe		3.074	3.222	3.282	12.596	3.029	3.061	(0,4)	6.092	6.090	(0,0)
Systems Solutions		1.459	1.465	1.598	5.988	1.489	1.524	4,5	2.925	3.013	3,0
Group Headquarters & Group Services		174	162	239	766	155	164	(5,7)	365	319	(12,6)
<b>GROUP</b>		<b>15.114</b>	<b>15.648</b>	<b>17.002</b>	<b>62.658</b>	<b>16.842</b>	<b>17.428</b>	<b>15,3</b>	<b>30.008</b>	<b>34.270</b>	<b>14,2</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>											
Germany		2.256	2.324	2.000	8.810	2.211	2.224	(1,4)	4.486	4.435	(1,1)
United States		1.083	1.014	1.355	4.296	1.225	1.652	52,5	1.927	2.877	49,3
Europe		1.098	1.184	1.123	4.432	1.008	1.069	(2,6)	2.125	2.077	(2,3)
Systems Solutions		288	197	212	835	154	214	(25,7)	426	368	(13,6)
Group Headquarters & Group Services		(160)	(145)	(244)	(667)	(22)	(76)	52,5	(278)	(98)	64,7
Reconciliation		(136)	1	(2)	(137)	(2)	(57)	58,1	(136)	(59)	56,6
<b>GROUP</b>		<b>4.429</b>	<b>4.575</b>	<b>4.444</b>	<b>17.569</b>	<b>4.574</b>	<b>5.026</b>	<b>13,5</b>	<b>8.550</b>	<b>9.600</b>	<b>12,3</b>
Proportional EBITDA		3.684	3.838	3.608	14.624	3.820	4.173	13,3	7.178	7.993	11,4

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

# GROUP

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

	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)</b>										
Germany	41,3	41,6	34,9	39,6	39,6	39,9	(1,4p)	41,0	39,7	(1,3p)
United States	20,6	18,3	20,8	19,2	17,7	22,1	1,5p	18,6	20,0	1,4p
Europe	34,7	35,7	33,4	34,2	32,5	34,1	(0,6p)	33,8	33,3	(0,5p)
Systems Solutions	13,2	9,5	9,2	9,7	7,7	9,9	(3,3p)	10,0	8,8	(1,2p)
Group Headquarters & Group Services	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	(13,0)	13,2p	(22,6)	(8,5)	14,1p
<b>GROUP</b>	<b>29,3</b>	<b>29,2</b>	<b>26,1</b>	<b>28,0</b>	<b>27,2</b>	<b>28,8</b>	<b>(0,5p)</b>	<b>28,5</b>	<b>28,0</b>	<b>(0,5p)</b>
<b>CASH CAPEX</b>										
Germany	1.018	1.009	1.075	3.807	949	2.622	n.a.	1.723	3.571	n.a.
United States	2.397	870	1.115	5.072	2.729	1.230	(48,7)	3.087	3.959	28,2
Europe	422	457	637	2.101	494	299	(29,1)	1.007	793	(21,3)
Systems Solutions	254	319	345	1.171	252	279	9,8	507	531	4,7
Group Headquarters & Group Services	81	94	141	381	96	65	(19,8)	146	161	10,3
Reconciliation	(226)	(165)	(196)	(688)	(91)	(165)	27,0	(327)	(256)	21,7
<b>GROUP</b>	<b>3.946</b>	<b>2.584</b>	<b>3.117</b>	<b>11.844</b>	<b>4.429</b>	<b>4.330</b>	<b>9,7</b>	<b>6.143</b>	<b>8.759</b>	<b>42,6</b>
- thereof spectrum investment	1.749	91	338	2.310	1.899	1.755	0,3	1.881	3.654	94,3
<b>NET PROFIT (LOSS)</b>										
adjusted for special factors	636	800	399	2.422	1.036	1.078	69,5	1.223	2.114	72,9
as reported	711	506	(110)	2.924	787	712	0,1	2.528	1.499	(40,7)
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>	<b>1.049</b>	<b>1.125</b>	<b>983</b>	<b>4.140</b>	<b>865</b>	<b>1.375</b>	<b>31,1</b>	<b>2.032</b>	<b>2.240</b>	<b>10,2</b>
Proportional free cash flow	958	944	636	3.581	869	1.228	28,2	2.001	2.097	4,8
<b>NET DEBT</b>	<b>41.385</b>	<b>41.809</b>	<b>42.500</b>	<b>42.500</b>	<b>46.310</b>	<b>48.835</b>	<b>18,0</b>	<b>41.385</b>	<b>48.835</b>	<b>18,0</b>

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

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# DT GROUP

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

	Note	Q2	Q3	Q4	Q1	Q2	Change compared to		Change compared to	
		2014	2014	2014	2015	2015	prior quarter		prior year	
		('000)	('000)	('000)	('000)	('000)	abs.	%	abs.	%
<b>BROADBAND RETAIL LINES (END OF PERIOD)</b>	<b>2,3,4</b>	<b>17.222</b>	<b>17.232</b>	<b>17.368</b>	<b>17.484</b>	<b>17.602</b>	<b>118</b>	<b>0,7</b>	<b>380</b>	<b>2,2</b>
Germany		12.361	12.340	12.361	12.437	12.518	81	0,7	157	1,3
Europa		4.849	4.880	4.995	5.038	5.075	37	0,7	226	4,7
Greece		1.308	1.333	1.365	1.392	1.426	34	2,4	118	9,0
Romania		1.200	1.196	1.199	1.192	1.186	(6)	(0,5)	(14)	(1,2)
Hungary		877	887	922	940	948	8	0,9	71	8,1
Czech Republic		132	132	131	143	141	(2)	(1,4)	9	6,8
Croatia		621	617	653	644	642	(2)	(0,3)	21	3,4
Slovakia		440	441	448	454	459	5	1,1	19	4,3
other		272	273	277	272	273	1	0,4	1	0,4
<b>FIXED NETWORK LINES (END OF PERIOD)</b>	<b>3,4,5</b>	<b>30.278</b>	<b>29.985</b>	<b>29.790</b>	<b>29.542</b>	<b>29.312</b>	<b>(230)</b>	<b>(0,8)</b>	<b>(966)</b>	<b>(3,2)</b>
Germany		21.034	20.841	20.686	20.555	20.437	(118)	(0,6)	(597)	(2,8)
Europa		9.172	9.073	9.033	8.922	8.810	(112)	(1,3)	(362)	(3,9)
Greece		2.675	2.645	2.624	2.599	2.591	(8)	(0,3)	(84)	(3,1)
Romania		2.308	2.272	2.239	2.189	2.153	(36)	(1,6)	(155)	(6,7)
Hungary		1.611	1.611	1.645	1.644	1.606	(38)	(2,3)	(5)	(0,3)
Poland		0	0	0	12	18	6	50,0	18	n.a.
Czech Republic		130	132	131	155	152	(3)	(1,9)	22	16,9
Croatia		1.114	1.094	1.076	1.052	1.038	(14)	(1,3)	(76)	(6,8)
Slovakia		908	898	894	875	864	(11)	(1,3)	(44)	(4,8)
other		425	421	423	395	389	(6)	(1,5)	(36)	(8,5)
<b>MOBILE SUBSCRIBERS (END OF PERIOD)</b>	<b>3,6</b>	<b>146.873</b>	<b>149.139</b>	<b>150.513</b>	<b>152.401</b>	<b>154.718</b>	<b>2.317</b>	<b>1,5</b>	<b>7.845</b>	<b>5,3</b>
Germany		39.337	39.653	38.989	39.200	39.465	265	0,7	128	0,3
United States		50.545	52.890	55.018	56.836	58.908	2.072	3,6	8.363	16,5
Europa		56.485	56.087	55.992	55.849	55.807	(42)	(0,1)	(678)	(1,2)
Greece		7.398	7.336	7.280	7.308	7.387	79	1,1	(11)	(0,1)
Romania		6.046	5.945	6.047	6.008	6.015	7	0,1	(31)	(0,5)
Hungary		4.898	4.933	4.964	4.948	4.938	(10)	(0,2)	40	0,8
Poland		15.675	15.728	15.702	15.794	15.827	33	0,2	152	1,0
Czech Republic		5.946	5.993	6.000	5.993	5.996	3	0,1	50	0,8
Croatia		2.308	2.332	2.252	2.214	2.241	27	1,2	(67)	(2,9)
Netherlands		4.277	3.964	3.900	3.830	3.689	(141)	(3,7)	(588)	(13,7)
Slovakia		2.237	2.228	2.220	2.202	2.196	(6)	(0,3)	(41)	(1,8)
Austria		4.118	4.022	4.020	3.956	3.934	(22)	(0,6)	(184)	(4,5)
other		3.582	3.604	3.607	3.596	3.585	(11)	(0,3)	3	0,1

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

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

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

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

<sup>5</sup> Fixed network lines in operation excluding lines for internal use and public telecommunications.

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

# DT CONSOLIDATED INCOME STATEMENT

## ADJUSTED FOR SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>NET REVENUE</b>		<b>15.114</b>	<b>15.648</b>	<b>17.013</b>	<b>62.669</b>	<b>16.842</b>	<b>17.464</b>	<b>15,5</b>	<b>30.008</b>	<b>34.306</b>	<b>14,3</b>
Cost of sales		(8.901)	(9.305)	(10.432)	(37.705)	(10.041)	(10.479)	(17,7)	(17.968)	(20.520)	(14,2)
<b>GROSS PROFIT</b>		<b>6.213</b>	<b>6.343</b>	<b>6.581</b>	<b>24.964</b>	<b>6.801</b>	<b>6.985</b>	<b>12,4</b>	<b>12.040</b>	<b>13.786</b>	<b>14,5</b>
Selling expenses		(3.279)	(3.341)	(3.819)	(13.699)	(3.878)	(3.660)	(11,6)	(6.539)	(7.538)	(15,3)
General and administrative expenses		(1.120)	(1.040)	(1.095)	(4.182)	(1.151)	(1.266)	(13,0)	(2.047)	(2.417)	(18,1)
Other operating income		255	286	331	1.117	397	301	18,0	500	698	39,6
Other operating expenses		(275)	(322)	(288)	(1.145)	(279)	(13)	95,3	(535)	(292)	45,4
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.794</b>	<b>1.926</b>	<b>1.710</b>	<b>7.055</b>	<b>1.890</b>	<b>2.347</b>	<b>30,8</b>	<b>3.419</b>	<b>4.237</b>	<b>23,9</b>
EBIT margin (EBIT / net revenue)	%	11,9	12,3	10,1	11,3	11,2	13,4	1,5p	11,4	12,4	1,0p
Profit (loss) from financial activities		(615)	(694)	(789)	(2.784)	(441)	(749)	(21,8)	(1.301)	(1.190)	8,5
of which: finance costs		(577)	(610)	(556)	(2.340)	(600)	(579)	(0,3)	(1.174)	(1.179)	(0,4)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.179</b>	<b>1.232</b>	<b>921</b>	<b>4.271</b>	<b>1.449</b>	<b>1.598</b>	<b>35,5</b>	<b>2.118</b>	<b>3.047</b>	<b>43,9</b>
Income taxes		(422)	(349)	(399)	(1.474)	(366)	(444)	(5,2)	(726)	(810)	(11,6)
<b>PROFIT (LOSS)</b>		<b>757</b>	<b>883</b>	<b>522</b>	<b>2.797</b>	<b>1.083</b>	<b>1.154</b>	<b>52,4</b>	<b>1.392</b>	<b>2.237</b>	<b>60,7</b>
Profit (loss) attributable to non-controlling interests		121	83	123	375	47	76	(37,2)	169	123	(27,2)
<b>NET PROFIT (LOSS)</b>		<b>636</b>	<b>800</b>	<b>399</b>	<b>2.422</b>	<b>1.036</b>	<b>1.078</b>	<b>69,5</b>	<b>1.223</b>	<b>2.114</b>	<b>72,9</b>
Depreciation, amortization and impairment losses		(2.635)	(2.649)	(2.734)	(10.514)	(2.684)	(2.679)	(1,7)	(5.131)	(5.363)	(4,5)
<b>EBITDA</b>		<b>4.429</b>	<b>4.575</b>	<b>4.444</b>	<b>17.569</b>	<b>4.574</b>	<b>5.026</b>	<b>13,5</b>	<b>8.550</b>	<b>9.600</b>	<b>12,3</b>
EBITDA margin (EBITDA / net revenue)	%	29,3	29,2	26,1	28,0	27,2	28,8	(0,5p)	28,5	28,0	(0,5p)



# GROUP

## EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>NET REVENUE</b>		<b>15.114</b>	<b>15.648</b>	<b>17.002</b>	<b>62.658</b>	<b>16.842</b>	<b>17.428</b>	<b>15,3</b>	<b>30.008</b>	<b>34.270</b>	<b>14,2</b>
<b>NET PROFIT (LOSS)</b>		<b>711</b>	<b>506</b>	<b>(110)</b>	<b>2.924</b>	<b>787</b>	<b>712</b>	<b>0,1</b>	<b>2.528</b>	<b>1.499</b>	<b>(40,7)</b>
+ Profit (loss) attributable to non-controlling interests		182	36	68	320	2	47	(74,2)	216	49	(77,3)
= Profit (loss)		893	542	(42)	3.244	789	759	(15,0)	2.744	1.548	(43,6)
- Income taxes		(261)	(113)	(182)	(1.106)	(234)	(283)	(8,4)	(811)	(517)	36,3
= Profit (loss) before income taxes = EBT		1.154	655	140	4.350	1.023	1.042	(9,7)	3.555	2.065	(41,9)
- Profit (loss) from financial activities		(622)	(703)	(831)	(2.897)	(443)	(764)	(22,8)	(1.363)	(1.207)	11,4
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.776</b>	<b>1.358</b>	<b>971</b>	<b>7.247</b>	<b>1.466</b>	<b>1.806</b>	<b>1,7</b>	<b>4.918</b>	<b>3.272</b>	<b>(33,5)</b>
- Depreciation, amortization and impairment losses		(2.641)	(2.649)	(2.788)	(10.574)	(2.694)	(2.728)	(3,3)	(5.137)	(5.422)	(5,5)
<b>= EBITDA</b>		<b>4.417</b>	<b>4.007</b>	<b>3.759</b>	<b>17.821</b>	<b>4.160</b>	<b>4.534</b>	<b>2,6</b>	<b>10.055</b>	<b>8.694</b>	<b>(13,5)</b>
EBITDA margin (EBITDA/net revenue)	%	29,2	25,6	22,1	28,4	24,7	26,0	(3,2p)	33,5	25,4	(8,1p)
- Special factors affecting EBITDA		(12)	(568)	(685)	252	(414)	(492)	n.a.	1.505	(906)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>		<b>4.429</b>	<b>4.575</b>	<b>4.444</b>	<b>17.569</b>	<b>4.574</b>	<b>5.026</b>	<b>13,5</b>	<b>8.550</b>	<b>9.600</b>	<b>12,3</b>
EBITDA margin (adjusted for special factors) (EBITDA / net revenue)	%	29,3	29,2	26,1	28,0	27,2	28,8	(0,5p)	28,5	28,0	(0,5p)

# DT CONSOLIDATED INCOME STATEMENT AS REPORTED

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>NET REVENUE</b>		<b>15.114</b>	<b>15.648</b>	<b>17.002</b>	<b>62.658</b>	<b>16.842</b>	<b>17.428</b>	<b>15,3</b>	<b>30.008</b>	<b>34.270</b>	<b>14,2</b>
Cost of sales		(9.005)	(9.602)	(10.798)	(38.539)	(10.238)	(10.852)	(20,5)	(18.139)	(21.090)	(16,3)
<b>GROSS PROFIT</b>		<b>6.109</b>	<b>6.046</b>	<b>6.204</b>	<b>24.119</b>	<b>6.604</b>	<b>6.576</b>	<b>7,6</b>	<b>11.869</b>	<b>13.180</b>	<b>11,0</b>
Selling expenses		(3.317)	(3.390)	(3.890)	(13.898)	(3.938)	(3.754)	(13,2)	(6.618)	(7.692)	(16,2)
General and administrative expenses		(1.324)	(1.170)	(1.257)	(4.721)	(1.223)	(1.316)	0,6	(2.294)	(2.539)	(10,7)
Other operating income		653	278	343	3.231	397	337	(48,4)	2.610	734	(71,9)
Other operating expenses		(345)	(406)	(429)	(1.484)	(374)	(37)	89,3	(649)	(411)	36,7
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>		<b>1.776</b>	<b>1.358</b>	<b>971</b>	<b>7.247</b>	<b>1.466</b>	<b>1.806</b>	<b>1,7</b>	<b>4.918</b>	<b>3.272</b>	<b>(33,5)</b>
EBIT margin (EBIT / net revenue)	%	11,8	8,7	5,7	11,6	8,7	10,4	(1,4p)	16,4	9,5	(6,9p)
Profit (loss) from financial activities		(622)	(703)	(831)	(2.897)	(443)	(764)	(22,8)	(1.363)	(1.207)	11,4
of which: finance costs		(577)	(610)	(556)	(2.340)	(600)	(577)	0,0	(1.174)	(1.177)	(0,3)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>		<b>1.154</b>	<b>655</b>	<b>140</b>	<b>4.350</b>	<b>1.023</b>	<b>1.042</b>	<b>(9,7)</b>	<b>3.555</b>	<b>2.065</b>	<b>(41,9)</b>
Income taxes		(261)	(113)	(182)	(1.106)	(234)	(283)	(8,4)	(811)	(517)	36,3
<b>PROFIT (LOSS)</b>		<b>893</b>	<b>542</b>	<b>(42)</b>	<b>3.244</b>	<b>789</b>	<b>759</b>	<b>(15,0)</b>	<b>2.744</b>	<b>1.548</b>	<b>(43,6)</b>
Profit (loss) attributable to non-controlling interests		182	36	68	320	2	47	(74,2)	216	49	(77,3)
<b>NET PROFIT (LOSS)</b>		<b>711</b>	<b>506</b>	<b>(110)</b>	<b>2.924</b>	<b>787</b>	<b>712</b>	<b>0,1</b>	<b>2.528</b>	<b>1.499</b>	<b>(40,7)</b>
Depreciation, amortization and impairment losses		(2.641)	(2.649)	(2.788)	(10.574)	(2.694)	(2.728)	(3,3)	(5.137)	(5.422)	(5,5)
<b>EBITDA</b>		<b>4.417</b>	<b>4.007</b>	<b>3.759</b>	<b>17.821</b>	<b>4.160</b>	<b>4.534</b>	<b>2,6</b>	<b>10.055</b>	<b>8.694</b>	<b>(13,5)</b>
EBITDA margin (EBITDA / net revenue)	%	29,2	25,6	22,1	28,4	24,7	26,0	(3,2p)	33,5	25,4	(8,1p)

# GROUP

## SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	H1 2014 millions of €	H1 2015 millions of €
<b>NET REVENUE</b>		<b>0</b>	<b>0</b>	<b>11</b>	<b>(11)</b>	<b>0</b>	<b>(36)</b>	<b>0</b>	<b>(36)</b>
Cost of sales		(104)	(297)	(366)	(834)	(197)	(373)	(171)	(570)
<b>GROSS PROFIT</b>		<b>(104)</b>	<b>(297)</b>	<b>(377)</b>	<b>(845)</b>	<b>(197)</b>	<b>(409)</b>	<b>(171)</b>	<b>(606)</b>
Selling expenses		(38)	(49)	(71)	(199)	(60)	(94)	(79)	(154)
General and administrative expenses		(204)	(130)	(162)	(539)	(72)	(50)	(247)	(122)
Other operating income	1	398	(8)	12	2.114	0	36	2.110	36
Other operating expenses		(70)	(84)	(141)	(339)	(95)	(24)	(114)	(119)
<b>PROFIT (LOSS) FROM OPERATIONS (EBIT)</b>	<b>1</b>	<b>(18)</b>	<b>(568)</b>	<b>(739)</b>	<b>192</b>	<b>(424)</b>	<b>(541)</b>	<b>1.499</b>	<b>(965)</b>
Profit (loss) from financial activities		(7)	(9)	(42)	(113)	(2)	(15)	(62)	(17)
<b>PROFIT (LOSS) BEFORE INCOME TAXES (EBT)</b>	<b>1</b>	<b>(25)</b>	<b>(577)</b>	<b>(781)</b>	<b>79</b>	<b>(426)</b>	<b>(556)</b>	<b>1.437</b>	<b>(982)</b>
Income taxes		161	236	217	368	132	161	(85)	293
<b>PROFIT (LOSS)</b>		<b>136</b>	<b>(341)</b>	<b>(564)</b>	<b>447</b>	<b>(294)</b>	<b>(395)</b>	<b>1.352</b>	<b>(689)</b>
Profit (loss) attributable to non-controlling interests		61	(47)	(55)	(55)	(45)	(29)	47	(74)
<b>NET PROFIT (LOSS)</b>		<b>75</b>	<b>(294)</b>	<b>(509)</b>	<b>502</b>	<b>(249)</b>	<b>(366)</b>	<b>1.305</b>	<b>(615)</b>
Depreciation, amortization and impairment losses		(6)	0	(54)	(60)	(10)	(49)	(6)	(59)
<b>EBITDA</b>	<b>1</b>	<b>(12)</b>	<b>(568)</b>	<b>(685)</b>	<b>252</b>	<b>(414)</b>	<b>(492)</b>	<b>1.505</b>	<b>(906)</b>

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

# GROUP

## DETAILS ON SPECIAL FACTORS I

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECT ON OPERATING EXPENSES</b>		<b>(416)</b>	<b>(560)</b>	<b>(740)</b>	<b>(1.911)</b>	<b>(424)</b>	<b>(541)</b>	<b>(30,0)</b>	<b>(611)</b>	<b>(965)</b>	<b>(57,9)</b>
of which: expenses / income for early retirement (civil servants)		(50)	(90)	(125)	(272)	(18)	(75)	(50,0)	(57)	(93)	(63,2)
of which: expenses for severance payments		(47)	(109)	(148)	(352)	(87)	(224)	n.a.	(95)	(311)	n.a.
of which: expenses / income for partial retirement		(31)	(37)	(46)	(143)	(38)	(44)	(41,9)	(60)	(82)	(36,7)
of which: expenses for other personnel restructuring charges		(44)	(25)	(20)	(131)	(28)	(22)	50,0	(86)	(50)	41,9
of which: Vivento transfer payments		0	0	0	0	(1)	(1)	n.a.	0	(2)	n.a.
of which: restructuring charges		(68)	(86)	(109)	(293)	(82)	(110)	(61,8)	(98)	(192)	(95,9)
of which: expenses due to de-consolidations and other asset sales		(48)	(159)	(194)	(409)	(120)	14	n.a.	(56)	(106)	(89,3)
of which: others		(128)	(53)	(90)	(302)	(50)	(79)	38,3	(159)	(129)	18,9
<b>EFFECT ON OTHER OPERATING INCOME</b>		<b>398</b>	<b>(8)</b>	<b>12</b>	<b>2.114</b>	<b>0</b>	<b>36</b>	<b>(91,0)</b>	<b>2.110</b>	<b>36</b>	<b>(98,3)</b>
of which: income due to asset sales		386	1	11	2.110	0	36	(90,7)	2.098	36	(98,3)
of which: others		12	(9)	1	4	0	0	(100,0)	12	0	(100,0)
<b>EFFECT ON REVENUE</b>		<b>0</b>	<b>0</b>	<b>(11)</b>	<b>(11)</b>	<b>0</b>	<b>(36)</b>	<b>n.a.</b>	<b>0</b>	<b>(36)</b>	<b>n.a.</b>
<b>EFFECT ON PROFIT FROM OPERATIONS = EBIT</b>	1	<b>(18)</b>	<b>(568)</b>	<b>(739)</b>	<b>192</b>	<b>(424)</b>	<b>(541)</b>	<b>n.a.</b>	<b>1.499</b>	<b>(965)</b>	<b>n.a.</b>
<b>DEPRECIATION, AMORTIZATION AND IMPAIRMENT LOSSES</b>		<b>(6)</b>	<b>0</b>	<b>(54)</b>	<b>(60)</b>	<b>(10)</b>	<b>(49)</b>	<b>n.a.</b>	<b>(6)</b>	<b>(59)</b>	<b>n.a.</b>
of which: restructuring charges		(6)	0	(1)	(7)	(3)	0	100,0	(6)	(3)	50,0
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		0	0	(53)	(53)	(7)	(49)	n.a.	0	(56)	n.a.
<b>EFFECT ON EBITDA</b>	1	<b>(12)</b>	<b>(568)</b>	<b>(685)</b>	<b>252</b>	<b>(414)</b>	<b>(492)</b>	<b>n.a.</b>	<b>1.505</b>	<b>(906)</b>	<b>n.a.</b>

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

# GROUP

## DETAILS ON SPECIAL FACTORS II

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES</b>		(7)	(9)	(42)	(113)	(2)	(15)	n.a.	(62)	(17)	72,6
<b>EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES</b>		(25)	(577)	(781)	79	(426)	(556)	n.a.	1.437	(982)	n.a.
<b>EFFECT ON TAXES</b>		161	236	217	368	132	161	0,0	(85)	293	n.a.
Tax effect of special factors within EBIT		(58)	164	213	362	114	168	n.a.	(15)	282	n.a.
Tax effect of special factors on profit (loss) from financial activities		1	2	2	6	1	4	n.a.	2	5	n.a.
Other tax effects		218	70	2	0	17	(11)	n.a.	(72)	6	n.a.
<b>EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS</b>		61	(47)	(55)	(55)	(45)	(29)	n.a.	47	(74)	n.a.
<b>EFFECT ON NET PROFIT (LOSS)</b>	1	75	(294)	(509)	502	(249)	(366)	n.a.	1.305	(615)	n.a.

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

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

	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS						MINUS DECONSOLIDATION EFFECTS						TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE	
		Q2 2014	Total	Germany	United States	Europe	System Solutions	GHS	Total	Germany	United States	Europe	System Solutions					GHS
Note	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	millions of €	
<b>NET REVENUE</b>	<b>15.114</b>	<b>51</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>51</b>	<b>15.165</b>	<b>17.428</b>	<b>14,9</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>1.776</b>	<b>(9)</b>	<b>0</b>	<b>0</b>	<b>(9)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(9)</b>	<b>1.767</b>	<b>1.806</b>	<b>2,2</b>	
Profit (loss) from financial activities	(622)	(7)	0	0	(7)	0	0	0	0	0	0	0	0	(7)	(629)	(764)	(21,5)	
of which finance costs	(577)	(7)	0	0	(7)	0	0	0	0	0	0	0	0	(7)	(584)	(577)	1,2	
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>1.154</b>	<b>(16)</b>	<b>0</b>	<b>0</b>	<b>(16)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(16)</b>	<b>1.138</b>	<b>1.042</b>	<b>(8,4)</b>	
Income taxes	(261)	(1)	0	0	(1)	0	0	0	0	0	0	0	0	(1)	(262)	(283)	(8,0)	
<b>PROFIT (LOSS)</b>	<b>893</b>	<b>(17)</b>	<b>0</b>	<b>0</b>	<b>(17)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(17)</b>	<b>876</b>	<b>759</b>	<b>(13,4)</b>	

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

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

	REPORTED	PLUS						MINUS						TOTAL	PRO	REPORTED	ORGANIC
	NUMBERS	ACQUISITION EFFECTS						DECONSOLIDATION EFFECTS									
	H1 2014	Total	Germany	United States	Europe	System Solutions	GHS	Total	Germany	United States	Europe	System Solutions	GHS		H1 2014	H1 2015	
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 €	%
<b>NET REVENUE</b>	<b>30.008</b>	<b>127</b>	<b>0</b>	<b>0</b>	<b>127</b>	<b>0</b>	<b>0</b>	<b>27</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>27</b>	<b>100</b>	<b>30.108</b>	<b>34.270</b>	<b>13,8</b>
<b>PROFIT (LOSS) FROM OPERATIONS = EBIT</b>	<b>4.918</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.718</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.718</b>	<b>(1.718)</b>	<b>3.200</b>	<b>3.272</b>	<b>2,3</b>
Profit (loss) from financial activities	(1.363)	(9)	0	0	(9)	0	0	1	0	0	0	0	1	(10)	(1.373)	(1.207)	12,1
of which finance costs	(1.174)	(9)	0	0	(9)	0	0	1	0	0	0	0	1	(10)	(1.184)	(1.177)	0,6
<b>PROFIT (LOSS) BEFORE INCOME TAXES = EBT</b>	<b>3.555</b>	<b>(9)</b>	<b>0</b>	<b>0</b>	<b>(9)</b>	<b>0</b>	<b>0</b>	<b>1.719</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.719</b>	<b>(1.728)</b>	<b>1.827</b>	<b>2.065</b>	<b>13,0</b>
Income taxes	(811)	(1)	0	0	(1)	0	0	40	0	0	0	0	40	(41)	(852)	(517)	39,3
<b>PROFIT (LOSS)</b>	<b>2.744</b>	<b>(10)</b>	<b>0</b>	<b>0</b>	<b>(10)</b>	<b>0</b>	<b>0</b>	<b>1.759</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1.759</b>	<b>(1.769)</b>	<b>975</b>	<b>1.548</b>	<b>58,8</b>

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

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## ASSETS

		Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change	Change
		2014	2014	2014	2015	2015	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
<b>CURRENT ASSETS</b>		<b>18.402</b>	<b>22.121</b>	<b>29.798</b>	<b>28.549</b>	<b>27.325</b>	<b>(4,3)</b>	<b>48,5</b>
Cash and cash equivalents		4.383	7.250	7.523	5.100	4.694	(8,0)	7,1
Trade and other receivables		8.112	9.059	10.454	10.696	10.600	(0,9)	30,7
Current recoverable income taxes		113	76	84	125	143	14,4	26,5
Other financial assets		2.805	2.708	2.976	2.702	2.109	(21,9)	(24,8)
Inventories		1.231	1.275	1.503	1.841	1.690	(8,2)	37,3
Current and non-current assets and disposal groups held for sale		86	252	5.878	6.259	6.458	3,2	n.a.
Other assets		1.672	1.501	1.380	1.826	1.631	(10,7)	(2,5)
<b>NON-CURRENT ASSETS</b>		<b>99.626</b>	<b>102.888</b>	<b>99.562</b>	<b>108.912</b>	<b>107.653</b>	<b>(1,2)</b>	<b>8,1</b>
Intangible assets		48.566	50.152	51.565	56.791	57.165	0,7	17,7
Property, plant and equipment		37.705	38.746	39.616	41.221	41.027	(0,5)	8,8
Investments accounted for using the equity method		6.467	6.581	617	652	534	(18,1)	(91,7)
Other financial assets		1.680	1.859	2.284	3.759	3.046	(19,0)	81,3
Deferred tax assets		4.914	5.060	5.169	6.142	5.507	(10,3)	12,1
Other assets		294	490	311	347	374	7,8	27,2
<b>TOTAL ASSETS</b>		<b>118.028</b>	<b>125.009</b>	<b>129.360</b>	<b>137.461</b>	<b>134.978</b>	<b>(1,8)</b>	<b>14,4</b>



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## LIABILITIES AND SHAREHOLDERS' EQUITY

		Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change	Change
		2014	2014	2014	2015	2015	compared to	compared to
	Note	millions of €	millions of €	millions of €	millions of €	millions of €	prior quarter	prior year
							%	%
<b>LIABILITIES</b>		<b>85.527</b>	<b>91.032</b>	<b>95.294</b>	<b>100.465</b>	<b>99.017</b>	<b>(1,4)</b>	<b>15,8</b>
<b>CURRENT LIABILITIES</b>		<b>25.691</b>	<b>26.860</b>	<b>28.198</b>	<b>28.357</b>	<b>32.603</b>	<b>15,0</b>	<b>26,9</b>
Financial liabilities		10.767	10.961	10.558	10.116	15.152	49,8	40,7
Trade and other payables		7.441	8.012	9.681	9.542	9.158	(4,0)	23,1
Income tax liabilities		290	242	276	278	302	8,6	4,1
Other provisions		2.976	3.231	3.517	3.605	3.150	(12,6)	5,8
Liabilities directly associated with non-current assets and disposal groups held for sale		38	0	6	0	10	n.a.	(73,7)
Other liabilities		4.179	4.414	4.160	4.816	4.831	0,3	15,6
<b>NON-CURRENT LIABILITIES</b>		<b>59.836</b>	<b>64.172</b>	<b>67.096</b>	<b>72.108</b>	<b>66.414</b>	<b>(7,9)</b>	<b>11,0</b>
Financial liabilities		39.104	42.398	44.669	47.004	43.093	(8,3)	10,2
Provisions for pensions and other employee benefits		7.642	8.128	8.465	9.213	8.033	(12,8)	5,1
Other provisions		2.035	2.133	2.373	2.536	2.339	(7,8)	14,9
Deferred tax liabilities		7.194	7.550	7.712	9.236	8.913	(3,5)	23,9
Other liabilities		3.861	3.963	3.877	4.119	4.036	(2,0)	4,5
<b>SHAREHOLDERS' EQUITY</b>		<b>32.501</b>	<b>33.977</b>	<b>34.066</b>	<b>36.996</b>	<b>35.961</b>	<b>(2,8)</b>	<b>10,6</b>
Issued capital		11.611	11.611	11.611	11.611	11.793	1,6	1,6
Capital reserves		51.746	51.760	51.778	51.796	52.361	1,1	1,2
Retained earnings incl. carryforwards		(39.117)	(39.415)	(39.783)	(37.385)	(38.827)	(3,9)	0,7
Total other comprehensive income		(2.250)	(1.356)	(1.838)	(235)	(491)	n.a.	78,2
Total other comprehensive income directly associated with non-current assets and disposable groups held for sale		0	0	798	1.201	1.337	11,3	n.a.
Net profit (loss)		2.528	3.034	2.924	787	1.499	90,5	(40,7)
Treasury shares		(54)	(54)	(53)	(53)	(53)	0,0	1,9
Non-controlling interests		8.037	8.397	8.629	9.274	8.342	(10,0)	3,8
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>118.028</b>	<b>125.009</b>	<b>129.360</b>	<b>137.461</b>	<b>134.978</b>	<b>(1,8)</b>	<b>14,4</b>

# DT GROUP

## PROVISIONS FOR PENSIONS

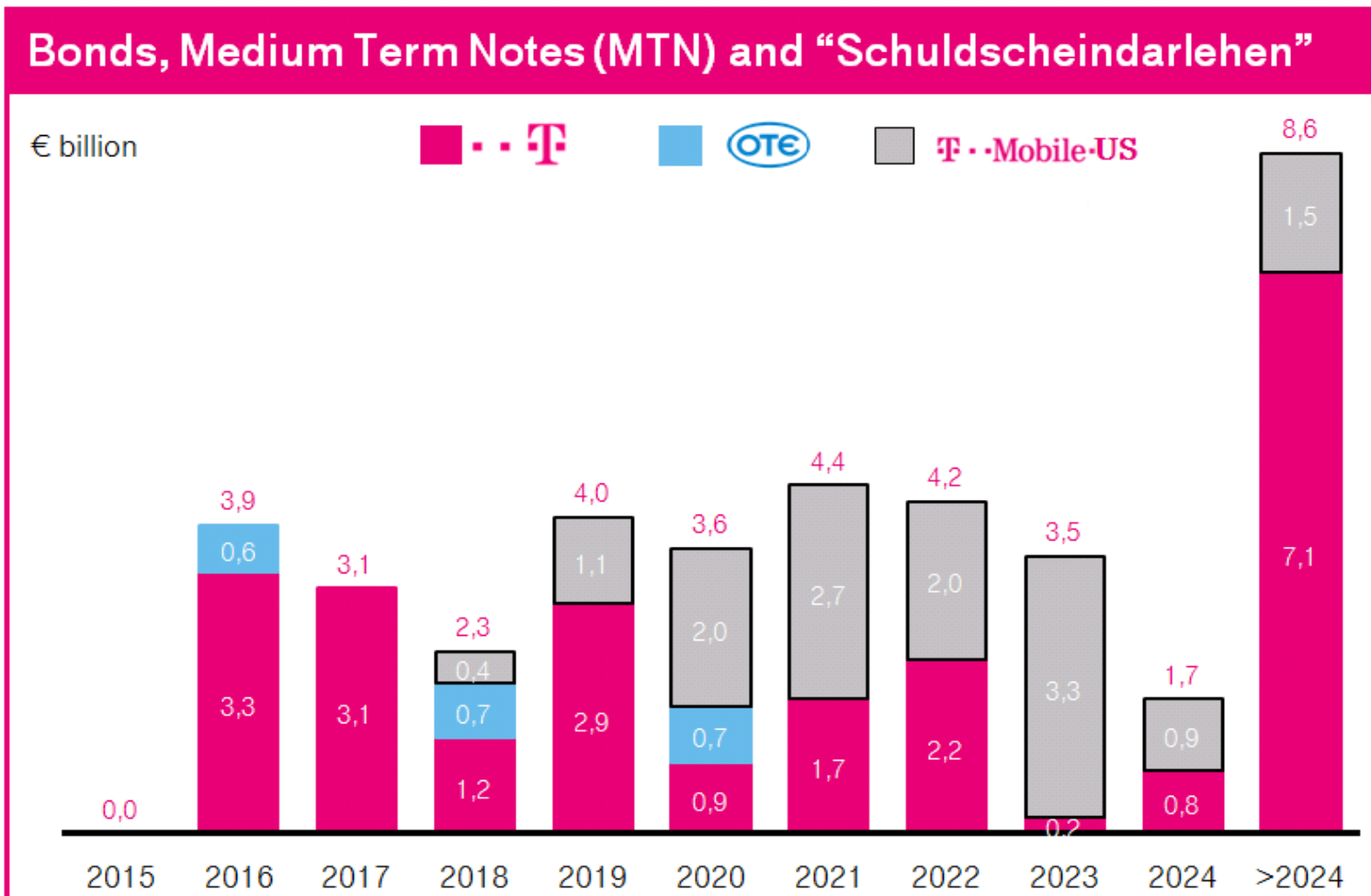
		2014 millions of €	2013 millions of €	2012 millions of €	2011 millions of €	2010 millions of €
<b>FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET</b>						
Present value of obligation (DBO)	1	10.940	8.965	8.973	6.966	7.017
Plan assets		(2.498)	(1.973)	(1.680)	(860)	(629)
Others		23	14	19	18	(15)
Provision in balance sheet		8.465	7.006	7.312	6.124	6.373
<b>PENSION COSTS INCLUDED IN P&amp;L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)</b>						
		<b>445</b>	<b>388</b>	<b>511</b>	<b>530</b>	<b>514</b>
thereof included in EBITDA		220	160	197	199	197
thereof included in financial result		225	228	313	314	317
<b>CASH PAYMENTS FOR PENSIONS</b>						
1) funding of plan assets by DT (investment in financial assets)		266	269	768	267	2
2) benefits paid through plan assets	2	30	42	45	52	56
3) benefits paid through provision (included in cash flow from operations)		298	366	375	367	345
cash payments included in cash flow statement = 1) + 3)		564	635	1.143	634	347
cash payments included in free cash flow = 3)		298	366	375	367	345
<b>CHANGE IN THE PRESENT VALUE OF THE OBLIGATION (EXAMPLE 2014)</b>						
End of 2013		8.965				
pension costs included in P&L		445				
benefits paid		(328)				
actuarial losses/gains	3	1.783				
F/X		13				
Others		62				
End of 2014		10.940				

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

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

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

# MATURITY PROFILE AS OF JUNE 30, 2015



# LIQUIDITY RESERVE AS OF JUNE 30, 2015

€ billion

61,3

Total line availability

12,5

## Liquidity reserve

Unused bank lines: € 7,3 bn

Other liquid assets: € 5,2 bn

48,8

## Net-debt

**Gross debt** € 56,5 bn

Bonds: € 45,7 bn

Other financial liabilities: € 10,8 bn

**Liquid financial assets** € 7,7 bn

Cash & equivalents: € 4,7 bn

Available-for-sale/held-for-trading  
financial assets € 0,2 bn

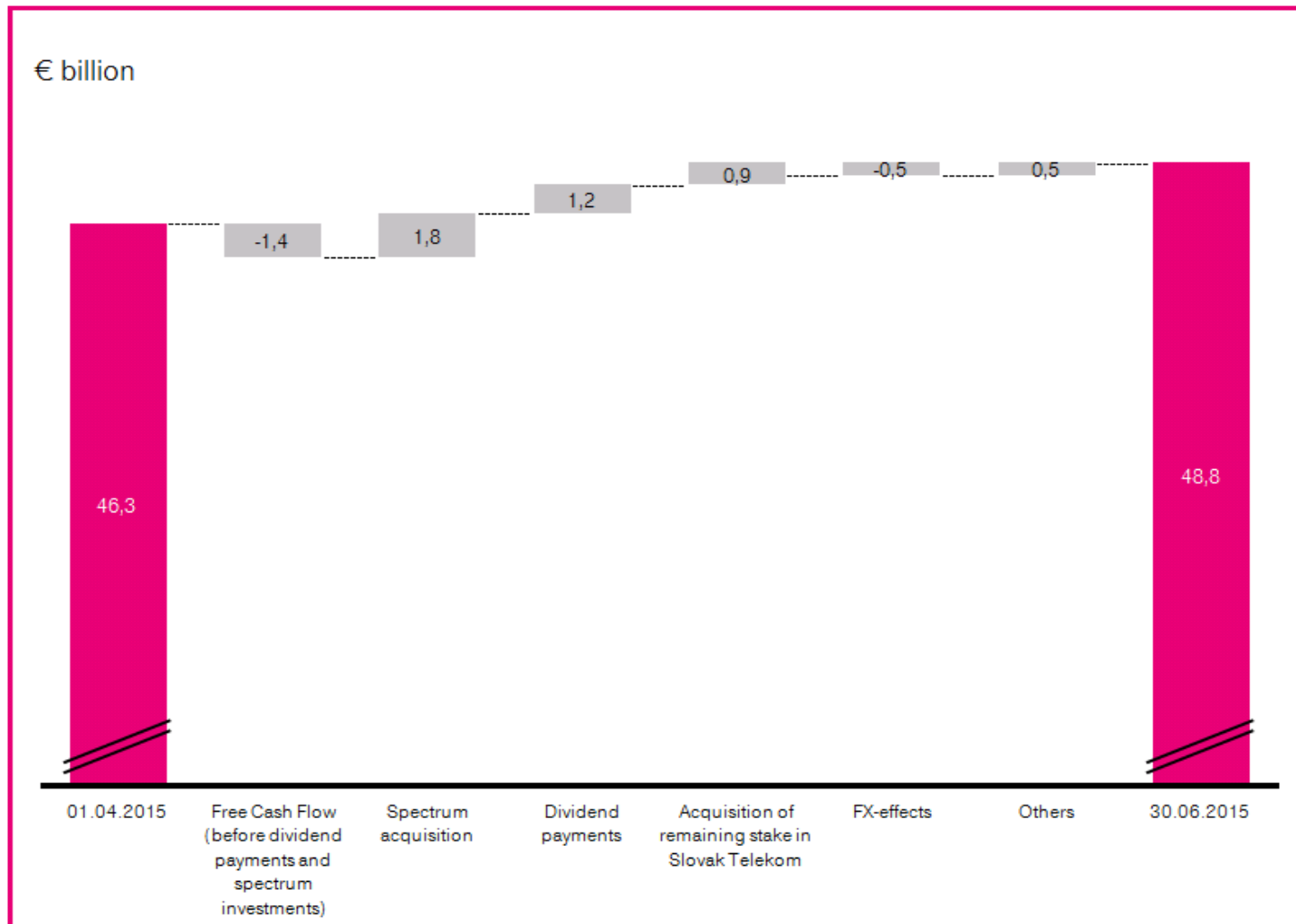
Other financial assets: € 2,8 bn

Numbers rounded

# GROUP NET DEBT

	Note	Jun. 30, 2014 millions of €	Sep. 30, 2014 millions of €	Dec. 31, 2014 millions of €	Mar. 31, 2015 millions of €	Jun. 30, 2015 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		40.084	43.292	44.219	44.909	45.665	1,7	13,9
Other financial liabilities		7.882	7.981	8.873	10.488	10.861	3,6	37,8
<b>GROSS DEBT</b>		<b>47.966</b>	<b>51.273</b>	<b>53.092</b>	<b>55.397</b>	<b>56.526</b>	<b>2,0</b>	<b>17,8</b>
Cash and cash equivalents		4.383	7.250	7.523	5.100	4.694	(8,0)	7,1
Available-for-sale/held-for-trading financial assets		287	245	289	219	215	(1,8)	(25,1)
Other financial assets		1.911	1.969	2.780	3.768	2.782	(26,2)	45,6
<b>NET DEBT</b>		<b>41.385</b>	<b>41.809</b>	<b>42.500</b>	<b>46.310</b>	<b>48.835</b>	<b>5,5</b>	<b>18,0</b>

# NET DEBT DEVELOPMENT Q2 2015



Numbers rounded

## DT GROUP CASH CAPEX

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>CASH CAPEX</b>											
Germany		1.018	1.009	1.075	3.807	949	2.622	n.a.	1.723	3.571	n.a.
United States		2.397	870	1.115	5.072	2.729	1.230	(48,7)	3.087	3.959	28,2
Europe		422	457	637	2.101	494	299	(29,1)	1.007	793	(21,3)
Systems Solutions		254	319	345	1.171	252	279	9,8	507	531	4,7
Group Headquarters & Group Services		81	94	141	381	96	65	(19,8)	146	161	10,3
Reconciliation		(226)	(165)	(196)	(688)	(91)	(165)	27,0	(327)	(256)	21,7
<b>GROUP</b>	<b>1</b>	<b>3.946</b>	<b>2.584</b>	<b>3.117</b>	<b>11.844</b>	<b>4.429</b>	<b>4.330</b>	<b>9,7</b>	<b>6.143</b>	<b>8.759</b>	<b>42,6</b>
- thereof spectrum investment		1.749	91	338	2.310	1.899	1.755	0,3	1.881	3.654	94,3

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

# DT GROUP

## FREE CASH FLOW

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
Net profit (loss)		<b>711</b>	<b>506</b>	<b>(110)</b>	<b>2.924</b>	<b>787</b>	<b>712</b>	<b>0,1</b>	<b>2.528</b>	<b>1.499</b>	<b>(40,7)</b>
Profit (loss) attributable to non-controlling interests		182	36	68	320	2	47	(74,2)	216	49	(77,3)
<b>PROFIT (LOSS) AFTER INCOME TAXES</b>		<b>893</b>	<b>542</b>	<b>(42)</b>	<b>3.244</b>	<b>789</b>	<b>759</b>	<b>(15,0)</b>	<b>2.744</b>	<b>1.548</b>	<b>(43,6)</b>
Depreciation, amortization and impairment losses		2.641	2.649	2.788	10.574	2.694	2.728	3,3	5.137	5.422	5,5
Income tax expense/(benefit)		261	113	182	1.106	234	283	8,4	811	517	(36,3)
Interest (income) and interest expenses		577	610	556	2.340	600	577	0,0	1.174	1.177	0,3
Other financial (income) expense		51	82	109	359	(159)	200	n.a.	168	41	(75,6)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(6)	11	166	198	2	(13)	n.a.	21	(11)	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		0	43	(8)	(1.674)	0	1	n.a.	(1.709)	1	n.a.
Other non-cash transactions		31	30	52	166	59	57	83,9	84	116	38,1
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(379)	(6)	(25)	(436)	10	(35)	90,8	(405)	(25)	93,8
Change in assets carried as working capital		(316)	(462)	(1.001)	(2.275)	(258)	340	n.a.	(812)	82	n.a.
Change in provisions		(476)	286	419	382	46	(422)	11,3	(323)	(376)	(16,4)
Change in other liabilities carried as working capital		700	455	864	2.207	78	(52)	n.a.	888	26	(97,1)
Income taxes received (paid)		(151)	(187)	(163)	(679)	(136)	(164)	(8,6)	(329)	(300)	8,8
Dividends received		5	74	28	344	279	211	n.a.	242	490	n.a.
Net payments from entering into or canceling interest rate swaps		0	0	55	55	50	51	n.a.	0	101	n.a.
<b>CASH GENERATED FROM OPERATIONS</b>		<b>3.831</b>	<b>4.240</b>	<b>3.980</b>	<b>15.911</b>	<b>4.288</b>	<b>4.521</b>	<b>18,0</b>	<b>7.691</b>	<b>8.809</b>	<b>14,5</b>
Interest received (paid)		(644)	(670)	(306)	(2.518)	(980)	(650)	(0,9)	(1.542)	(1.630)	(5,7)
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>3.187</b>	<b>3.570</b>	<b>3.674</b>	<b>13.393</b>	<b>3.308</b>	<b>3.871</b>	<b>21,5</b>	<b>6.149</b>	<b>7.179</b>	<b>16,8</b>
Cash outflows for investments in (proceeds from disposal of)		(2.138)	(2.445)	(2.691)	(9.253)	(2.443)	(2.496)	(16,7)	(4.117)	(4.939)	(20,0)
Intangible assets		(2.217)	(662)	(1.031)	(4.642)	(2.440)	(2.393)	(7,9)	(2.949)	(4.833)	(63,9)
Property, plant and equipment		(1.670)	(1.874)	(1.998)	(6.921)	(1.902)	(1.858)	(11,3)	(3.049)	(3.760)	(23,3)
Spectrum investment		1.749	91	338	2.310	1.899	1.755	0,3	1.881	3.654	94,3
<b>FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)</b>		<b>1.049</b>	<b>1.125</b>	<b>983</b>	<b>4.140</b>	<b>865</b>	<b>1.375</b>	<b>31,1</b>	<b>2.032</b>	<b>2.240</b>	<b>10,2</b>



# DT GROUP

## PERSONNEL<sup>1</sup>

AT REPORTING DATE	Note	Jun. 30	Sep. 30	Dec. 31	Mar. 31	Jun. 30	Change compared to		Change compared to	
		2014	2014	2014	2015	2015	prior quarter		prior year	
							abs.	%	abs.	%
Germany		67.883	68.788	68.754	69.404	69.607	203	0,3	1.724	2,5
United States		38.374	38.151	39.683	40.492	41.212	720	1,8	2.838	7,4
Europe		53.933	52.673	51.982	51.507	50.505	(1.002)	(1,9)	(3.428)	(6,4)
Systems Solutions		49.032	48.571	47.762	46.853	46.434	(419)	(0,9)	(2.598)	(5,3)
Group Headquarters & Group Services		20.675	20.404	19.631	18.927	17.839	(1.088)	(5,7)	(2.836)	(13,7)
<b>GROUP</b>		<b>229.897</b>	<b>228.588</b>	<b>227.811</b>	<b>227.184</b>	<b>225.596</b>	<b>(1.588)</b>	<b>(0,7)</b>	<b>(4.301)</b>	<b>(1,9)</b>
of which: Domestic		116.088	116.377	114.749	114.455	113.336	(1.119)	(1,0)	(2.752)	(2,4)
of which: Civil servants (in Germany, with an active service relationship)		20.414	20.354	19.881	19.765	19.077	(688)	(3,5)	(1.337)	(6,5)
of which: International		113.809	112.211	113.061	112.729	112.260	(469)	(0,4)	(1.549)	(1,4)

AVERAGE	Note	Q2	Q3	Q4	Q1	Q2	Change compared to	
		2014	2014	2014	2015	2015	prior year	
							abs.	%
Germany		67.544	68.581	68.904	69.557	69.493	1.949	2,9
United States		37.639	37.990	39.402	40.091	40.875	3.236	8,6
Europe		53.268	52.997	52.059	51.644	51.056	(2.212)	(4,2)
Systems Solutions		49.162	48.703	47.928	46.999	46.562	(2.600)	(5,3)
Group Headquarters & Group Services		20.746	20.470	19.994	19.179	18.076	(2.670)	(12,9)
<b>GROUP</b>		<b>228.358</b>	<b>228.741</b>	<b>228.288</b>	<b>227.470</b>	<b>226.063</b>	<b>(2.295)</b>	<b>(1,0)</b>
of which: Domestic		115.917	116.343	115.456	114.819	113.598	(2.319)	(2,0)
of which: Civil servants (in Germany, with an active service relationship)		20.465	20.383	20.095	19.821	19.267	(1.198)	(5,9)
of which: International		112.441	112.399	112.832	112.651	112.464	23	0,0

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

# EXCHANGE RATES

## AVERAGE

	Q2 2014 1 €	Q3 2014 1 €	Q4 2014 1 €	FY 2014 1 €	Q1 2015 1 €	Q2 2015 1 €
US Dollar (USD)	1,37169	1,32600	1,25005	1,32907	1,12694	1,10453
British pound (GBP)	0,81510	0,79392	0,78932	0,80622	0,74376	0,72106
Czech korunas (CZK)	27,44583	27,61902	27,63212	27,53880	27,62877	27,37499
Croatian kunas (HRK)	7,59968	7,62284	7,66573	7,63389	7,68189	7,57409
Hungarian forints (HUF)	306,00265	312,22164	308,42235	308,69901	309,00141	306,00116
Macedonian Denar (MKD)	61,60188	61,48717	61,62629	61,58424	61,42403	61,50774
Polish Zloty (PLN)	4,16914	4,17499	4,21191	4,18511	4,19470	4,08732
Romanian leu (RON)	4,42753	4,41460	4,43381	4,44321	4,45108	4,44404

## END OF PERIOD

	Jun. 30 2014 1 €	Sep. 30 2014 1 €	Dec. 31 2014 1 €	Mar. 31 2015 1 €	Jun. 30 2015 1 €
US Dollar (USD)	1,36559	1,25752	1,21507	1,07510	1,11760
British pound (GBP)	0,80109	0,77729	0,77865	0,72681	0,71111
Czech korunas (CZK)	27,44890	27,49486	27,71287	27,53495	27,24988
Croatian kunas (HRK)	7,57589	7,64214	7,65696	7,64417	7,59709
Hungarian forints (HUF)	309,33433	310,36759	315,30567	299,78950	315,19338
Macedonian Denar (MKD)	61,66500	61,63500	61,47500	61,57000	61,57000
Polish Zloty (PLN)	4,15873	4,17553	4,28117	4,08963	4,19104
Romanian leu (RON)	4,38260	4,40979	4,48385	4,41105	4,47249

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



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## GERMANY FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
<b>NET REVENUE</b>		<b>5.138</b>	<b>5.245</b>	<b>5.374</b>	<b>20.903</b>	<b>5.265</b>	<b>5.235</b>	<b>1,9</b>	<b>10.284</b>	<b>10.500</b>	<b>2,1</b>
<b>EBITDA</b>		<b>2.256</b>	<b>2.324</b>	<b>2.000</b>	<b>8.810</b>	<b>2.211</b>	<b>2.224</b>	<b>(1,4)</b>	<b>4.486</b>	<b>4.435</b>	<b>(1,1)</b>
EBITDA margin (EBITDA / total revenue)	%	41,3	41,6	34,9	39,6	39,6	39,9	(1,4p)	41,0	39,7	(1,3p)
Depreciation, amortization and impairment losses		(978)	(957)	(1.002)	(3.893)	(935)	(946)	3,3	(1.934)	(1.881)	2,7
Profit (loss) from operations = EBIT		1.278	1.367	998	4.917	1.276	1.278	0,0	2.552	2.554	0,1
<b>CASH CAPEX</b>	<b>1</b>	<b>1.018</b>	<b>1.009</b>	<b>1.075</b>	<b>3.807</b>	<b>949</b>	<b>1.055</b>	<b>3,6</b>	<b>1.723</b>	<b>2.004</b>	<b>16,3</b>
<b>CASH CONTRIBUTION</b>		<b>1.238</b>	<b>1.315</b>	<b>925</b>	<b>5.003</b>	<b>1.262</b>	<b>1.169</b>	<b>(5,6)</b>	<b>2.763</b>	<b>2.431</b>	<b>(12,0)</b>

## FINANCIALS (AS REPORTED)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
<b>NET REVENUE</b>		<b>5.138</b>	<b>5.245</b>	<b>5.374</b>	<b>20.903</b>	<b>5.265</b>	<b>5.235</b>	<b>1,9</b>	<b>10.284</b>	<b>10.500</b>	<b>2,1</b>
<b>EBITDA</b>		<b>2.217</b>	<b>2.236</b>	<b>1.898</b>	<b>8.556</b>	<b>2.125</b>	<b>2.102</b>	<b>(5,2)</b>	<b>4.422</b>	<b>4.227</b>	<b>(4,4)</b>
EBITDA margin (EBITDA / total revenue)	%	40,6	40,0	33,2	38,4	38,0	37,7	(2,9p)	40,4	37,8	(2,6p)
Depreciation, amortization and impairment losses		(978)	(957)	(1.002)	(3.893)	(935)	(946)	3,3	(1.934)	(1.881)	2,7
Profit (loss) from operations = EBIT		1.239	1.279	896	4.663	1.190	1.156	(6,7)	2.488	2.346	(5,7)
<b>CASH CAPEX</b>		<b>1.018</b>	<b>1.009</b>	<b>1.075</b>	<b>3.807</b>	<b>949</b>	<b>2.622</b>	<b>n.a.</b>	<b>1.723</b>	<b>3.571</b>	<b>n.a.</b>
<b>CASH CONTRIBUTION</b>		<b>1.199</b>	<b>1.227</b>	<b>823</b>	<b>4.749</b>	<b>1.176</b>	<b>(520)</b>	<b>n.a.</b>	<b>2.699</b>	<b>656</b>	<b>(75,7)</b>

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

## GERMANY

### EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
Profit (loss) from operations = EBIT		1.239	1.279	896	4.663	1.190	1.156	(6,7)	2.488	2.346	(5,7)
- Depreciation, amortization and impairment losses		(978)	(957)	(1.002)	(3.893)	(935)	(946)	3,3	(1.934)	(1.881)	2,7
<b>= EBITDA</b>		<b>2.217</b>	<b>2.236</b>	<b>1.898</b>	<b>8.556</b>	<b>2.125</b>	<b>2.102</b>	<b>(5,2)</b>	<b>4.422</b>	<b>4.227</b>	<b>(4,4)</b>
EBITDA margin	%	40,6	40,0	33,2	38,4	38,0	37,7	(2,9p)	40,4	37,8	(2,6p)
- Special factors affecting EBITDA		(39)	(88)	(102)	(254)	(86)	(122)	n.a.	(64)	(208)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>2.256</b>	<b>2.324</b>	<b>2.000</b>	<b>8.810</b>	<b>2.211</b>	<b>2.224</b>	<b>(1,4)</b>	<b>4.486</b>	<b>4.435</b>	<b>(1,1)</b>
EBITDA margin (adjusted for special factors)	%	41,3	41,6	34,9	39,6	39,6	39,9	(1,4p)	41,0	39,7	(1,3p)

## SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(39)</b>	<b>(88)</b>	<b>(102)</b>	<b>(254)</b>	<b>(86)</b>	<b>(122)</b>	<b>n.a.</b>	<b>(64)</b>	<b>(208)</b>	<b>n.a.</b>
- of which personnel		(36)	(79)	(85)	(223)	(61)	(92)	n.a.	(59)	(153)	n.a.
- of which other		(3)	(9)	(17)	(31)	(25)	(30)	n.a.	(5)	(55)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(39)</b>	<b>(88)</b>	<b>(102)</b>	<b>(254)</b>	<b>(86)</b>	<b>(122)</b>	<b>n.a.</b>	<b>(64)</b>	<b>(208)</b>	<b>n.a.</b>
- of which personnel		(36)	(79)	(85)	(223)	(61)	(92)	n.a.	(59)	(153)	n.a.
- of which other		(3)	(9)	(17)	(31)	(25)	(30)	n.a.	(5)	(55)	n.a.

## GERMANY OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	21.034	20.841	20.686	20.555	20.437	(2,8)
retail IP-based	('000)	3.167	3.744	4.383	5.120	5.763	82,0
Broadband	('000)	12.361	12.340	12.361	12.437	12.518	1,3
Fiber	('000)	1.494	1.608	1.799	2.094	2.365	58,3
TV (incl. IPTV, SAT)	('000)	2.318	2.377	2.442	2.516	2.578	11,2
ULLs	('000)	9.101	8.954	8.801	8.619	8.432	(7,4)
Wholesale bundled	('000)	341	323	305	287	268	(21,4)
Wholesale unbundled	('000)	1.812	1.971	2.153	2.353	2.541	40,2
Fiber	('000)	475	586	718	886	1.045	n.a.
<b>MOBILE CUSTOMERS</b>							
Total	('000)	39.337	39.653	38.989	39.200	39.465	0,3
- contract	('000)	22.379	22.812	22.287	22.576	22.984	2,7
- prepaid	('000)	16.957	16.841	16.701	16.624	16.482	(2,8)

## CONSUMER OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	16.556	16.392	16.260	16.158	16.068	(2,9)
retail IP-based	('000)	2.882	3.404	3.974	4.610	5.161	79,1
Broadband	('000)	9.934	9.919	9.938	10.012	10.093	1,6
Fiber	('000)	1.275	1.376	1.547	1.806	2.046	60,5
TV (incl. IPTV, SAT)	('000)	2.133	2.190	2.254	2.326	2.387	11,9
<b>MOBILE CUSTOMERS</b>							
Total	('000)	30.064	30.039	29.068	28.945	28.845	(4,1)
- contract	('000)	16.316	16.651	16.040	16.303	16.625	1,9
- prepaid	('000)	13.748	13.388	13.027	12.642	12.219	(11,1)

## BUSINESS CUSTOMERS OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Change %
<b>GERMANY</b>							
<b>ACCESS LINES</b>							
Fixed network	('000)	3.442	3.419	3.402	3.375	3.352	(2,6)
retail IP-based	('000)	268	319	387	482	572	n.a.
Broadband	('000)	2.102	2.097	2.096	2.090	2.088	(0,7)
Fiber	('000)	215	229	248	283	312	45,1
TV (incl. IPTV, SAT)	('000)	184	185	186	188	189	2,7
<b>MOBILE CUSTOMERS</b>							
Total	('000)	9.273	9.614	9.921	10.256	10.620	14,5
- contract	('000)	6.064	6.161	6.247	6.273	6.358	4,8
- prepaid	('000)	3.209	3.453	3.674	3.982	4.262	32,8

1 Figures do not add up.

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

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

## GERMANY REVENUE SPLIT - PRODUCTS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>GERMANY</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
<b>FIXED NETWORK CORE BUSINESS</b>	<b>1</b>	<b>2.507</b>	<b>2.500</b>	<b>2.503</b>	<b>10.013</b>	<b>2.452</b>	<b>2.439</b>	<b>(2,7)</b>	<b>5.010</b>	<b>4.891</b>	<b>(2,4)</b>
of which Fixed Revenues		1.802	1.790	1.778	7.179	1.772	1.766	(2,0)	3.611	3.538	(2,0)
Voice only revenues	2	525	517	505	2.083	499	486	(7,4)	1.061	985	(7,2)
Broadband revenues	2	1.018	1.010	1.003	4.053	996	995	(2,3)	2.040	1.991	(2,4)
TV revenues		259	263	270	1.043	277	285	10,0	510	562	10,2
of which Variable Revenues		278	286	276	1.120	258	251	(9,7)	558	509	(8,8)
of which Revenues from add-on options	1	57	53	53	219	53	50	(12,3)	113	103	(8,8)
thereof revenues from voice centric options		20	20	19	79	19	17	(15,0)	40	36	(10,0)
thereof revenues from broadband centric options	1	18	18	17	72	17	17	(5,6)	37	34	(8,1)
thereof revenues from TV centric options	1	18	17	16	68	17	16	(11,1)	35	33	(5,7)
<b>MOBILE COMMUNICATIONS</b>		<b>1.881</b>	<b>2.006</b>	<b>2.098</b>	<b>7.856</b>	<b>2.061</b>	<b>2.047</b>	<b>8,8</b>	<b>3.752</b>	<b>4.108</b>	<b>9,5</b>
of which Service Revenues		1.668	1.699	1.680	6.678	1.677	1.670	0,1	3.299	3.347	1,5
thereof Data Revenues		715	727	735	2.874	761	772	8,0	1.412	1.533	8,6
<b>WHOLESALE SERVICES FIXED NETWORK</b>		<b>845</b>	<b>840</b>	<b>858</b>	<b>3.399</b>	<b>840</b>	<b>845</b>	<b>0,0</b>	<b>1.701</b>	<b>1.685</b>	<b>(0,9)</b>
of which access full ULL		312	305	297	1.229	294	283	(9,3)	627	577	(8,0)
of which bundled and unbundled access line		120	119	135	497	149	154	28,3	243	303	24,7
<b>ONLINE CONSUMER SERVICES</b>	<b>1</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>56</b>	<b>59</b>	<b>63</b>	<b>242</b>	<b>60</b>	<b>56</b>	<b>0,0</b>	<b>120</b>	<b>116</b>	<b>(3,3)</b>
<b>OTHERS</b>		<b>175</b>	<b>182</b>	<b>201</b>	<b>747</b>	<b>176</b>	<b>194</b>	<b>10,9</b>	<b>364</b>	<b>370</b>	<b>1,6</b>

## REVENUE SPLIT - SEGMENTS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>GERMANY</b>		<b>5.464</b>	<b>5.587</b>	<b>5.723</b>	<b>22.257</b>	<b>5.589</b>	<b>5.580</b>	<b>2,1</b>	<b>10.947</b>	<b>11.169</b>	<b>2,0</b>
Consumer		2.918	3.029	3.095	11.970	3.024	3.034	4,0	5.846	6.058	3,6
Business customers		1.418	1.430	1.474	5.726	1.440	1.425	0,5	2.822	2.865	1,5
Wholesale		942	934	947	3.775	928	932	(1,1)	1.894	1.860	(1,8)
Value-added services		57	59	63	242	60	55	(3,5)	120	115	(4,2)
Others		129	135	144	544	137	134	3,9	265	271	2,3

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

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

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

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



## GERMANY

### MOBILE COMMUNICATIONS KPIS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,7</b>	<b>1,9</b>	<b>2,7</b>	<b>1,9</b>	<b>1,7</b>	<b>1,7</b>	<b>0,0p</b>
- contract	(%)	1,4	1,6	3,2	1,8	1,5	1,5	0,1p
<b>SAC PER GROSS ADD</b>	(€)	<b>77</b>	<b>73</b>	<b>67</b>	<b>71</b>	<b>70</b>	<b>66</b>	<b>(14,3)</b>
- contract	(€)	120	109	96	106	103	93	(22,5)
- prepaid	(€)	10	10	10	11	11	12	20,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>224</b>	<b>258</b>	<b>288</b>	<b>249</b>	<b>246</b>	<b>248</b>	<b>10,7</b>
<b>ARPU</b>	(€)	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>0,0</b>
- contract	(€)	23	23	23	23	23	22	(4,3)
- prepaid	(€)	3	3	3	3	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	(%)	<b>50</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>51</b>	<b>52</b>	<b>2p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>81</b>	<b>83</b>	<b>87</b>	<b>83</b>	<b>86</b>	<b>88</b>	<b>8,6</b>
- contract	(min)	129	132	139	132	137	139	7,8

## CONSUMER - KPIS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,8</b>	<b>2,2</b>	<b>3,3</b>	<b>2,2</b>	<b>2,0</b>	<b>2,0</b>	<b>0,2p</b>
- contract	(%)	1,6	2,0	4,1	2,2	1,8	1,8	0,2p
<b>SAC PER GROSS ADD</b>	(€)	<b>80</b>	<b>73</b>	<b>67</b>	<b>71</b>	<b>74</b>	<b>69</b>	<b>(13,8)</b>
- contract	(€)	113	98	89	97	97	85	(24,8)
- prepaid	(€)	15	14	14	16	17	20	33,3
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>253</b>	<b>272</b>	<b>304</b>	<b>267</b>	<b>252</b>	<b>280</b>	<b>10,7</b>
<b>ARPU</b>	(€)	<b>12</b>	<b>13</b>	<b>13</b>	<b>12</b>	<b>13</b>	<b>13</b>	<b>8,3</b>
- contract	(€)	20	20	20	20	20	20	0,0
- prepaid	(€)	3	4	3	3	3	4	33,3
<b>NON-VOICE % OF ARPU</b>	(%)	<b>52</b>	<b>51</b>	<b>50</b>	<b>51</b>	<b>51</b>	<b>51</b>	<b>(1p)</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>78</b>	<b>81</b>	<b>87</b>	<b>80</b>	<b>88</b>	<b>91</b>	<b>16,7</b>
- contract	(min)	116	120	129	119	131	134	15,5

## BUSINESS CONSUMER - KPIS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>1,2</b>	<b>0,9</b>	<b>0,8</b>	<b>0,9</b>	<b>0,7</b>	<b>0,7</b>	<b>(0,5p)</b>
- contract	(%)	0,7	0,6	0,8	0,7	0,7	0,7	0,0p
<b>SAC PER GROSS ADD</b>	(€)	<b>69</b>	<b>74</b>	<b>66</b>	<b>70</b>	<b>57</b>	<b>55</b>	<b>(19,7)</b>
- contract	(€)	158	182	143	155	132	136	(13,9)
- prepaid	(€)	2	2	2	2	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	(€)	<b>180</b>	<b>231</b>	<b>257</b>	<b>216</b>	<b>234</b>	<b>199</b>	<b>10,6</b>
<b>ARPU</b>	(€)	<b>21</b>	<b>20</b>	<b>19</b>	<b>20</b>	<b>19</b>	<b>18</b>	<b>(14,3)</b>
- contract	(€)	31	30	29	30	30	29	(6,5)
- prepaid	(€)	2	2	2	2	1	1	(50,0)
<b>NON-VOICE % OF ARPU</b>	(%)	<b>46</b>	<b>48</b>	<b>48</b>	<b>49</b>	<b>52</b>	<b>54</b>	<b>8p</b>
<b>MOU PER CUSTOMER</b>	(min)	<b>119</b>	<b>120</b>	<b>119</b>	<b>121</b>	<b>115</b>	<b>112</b>	<b>(5,9)</b>
- contract	(min)	180	184	186	185	185	184	2,2

# GERMANY

## MAGENTA MOBIL

MAGENTA MOBIL PLANS IN €	S	M	L	L Plus
Monthly charge (without handset)	29.95	39.95	49.95	79.95
Monthly charge (with handset)	39.95	49.95	59.95	—
Monthly charge (with top handset)	49.95	59.95	69.95	99.95
Voice and SMS <sup>1</sup>	flat	flat	flat	flat
Data	flat	flat	flat	flat
- Data Speed (download)	up to 25 Mbit/s	up to 50 Mbit/s	up to 100 Mbit/s	max
- Data Speed (upload)	up to 2 Mbit/s	up to 5 Mbit/s	up to 10 Mbit/s	max
- Data Volume until speed step down	500 MB	1.5 GB	3 GB	5 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free	free
Tethering	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	100
International SMS (pieces)	—	—	—	100
HotSpot Flatrate	—	—	—	free
MultiSim	—	—	—	free <sup>2</sup>
Roaming Voice, SMS and Data	—	—	—	free (EU)
Fixed line number	—	—	—	free
Activation fee	29.95	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months	24 months

<sup>1</sup> voice and sms within all german networks (mobile and fixed network).

<sup>2</sup> up to two MultiSIM bookable.

# GERMANY

## MAGENTA MOBIL PREMIUM

PREMIUM PLANS IN €	L PREMIUM	L Plus PREMIUM	Complete PREMIUM
Monthly charge (with top handset)	79.95	109.95	149.95
handset upgrade period	12 months	12 months	12 months
Voice and SMS <sup>1</sup>	flat	flat	flat
Data	flat	flat	flat
- Data Speed (download)	up to 100 Mbit/s	max	max
- Data Speed (upload)	up to 10 Mbit/s	max	max
- Data Volume until speed step down	3 GB	5 GB	20 GB
- Data Network	3G/LTE	3G/LTE	3G/LTE
VoIP	free	free	free
Tethering	free	free	free
MMS all net	0.39	0.39	0.39
International Calls (minutes) <sup>2</sup>	—	100	1.000
International SMS (pieces)	—	100	—
HotSpot Flatrate	—	free	free
MultiSim	—	free <sup>3</sup>	free <sup>3</sup>
Roaming Voice, SMS and Data	—	free	250 minutes; 1.000 SMS; 16xTravel & Surf WeekPass <sup>4</sup>
Fixed line number	—	free	—
Activation fee	29.95	29.95	29.95
Duration of contract	24 months	24 months	24 months

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

2 EU and Country Group 2

3 up to two MultiSIM bookable.

4 incl. 50 MB.

# GERMANY

## MOBILE OPTIONS

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

# GERMANY

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

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

1 Standard-PSTN; Universal-PSTN + €4

2 without terminal equipment. Monthly rent for Router €4.95

3 Promotional price. Regular price €39.95

4 Promotional price. Regular price €49.95

5 Promotional price. Regular price €69.95

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

# GERMANY

## MAGENTA ZUHAUSE

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

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

2 Promotional price for new broadband customers: -€5.00 for the first 12 (ZUHAUSE S) /24 (ZUHAUSE M&L) months

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

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

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

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

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

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

# GERMANY

## MAGENTA ZUHAUSE HYBRID

MAGENTA ZUHAUSE HYBRID IN €	ZUHAUSE HYBRID S <sup>1</sup>	ZUHAUSE HYBRID M <sup>1</sup>	ZUHAUSE HYBRID L <sup>1</sup>
	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 + 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>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	
fixed to T-Mobile flatrate		14.95	
fixed to mobile flatrate		19.95	
CountryFlat 1		3.94	
CountryFlat 2		14.95	
Set-up		69.95 (non-recurring charge)	

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

2 Promotional price for new broadband customers: -€5.00 for the first 12 (ZUHAUSE HYBRID S) /24 (ZUHAUSE HYBRID M&L) months

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

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

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

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

# GERMANY

## SINGLE PLAY

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

1 Standard-PSTN; Universal-PSTN + €8

2 Universal-PSTN up to 240 Min included

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

All prices in € including VAT.



# GERMANY

## MAGENTA EINS

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

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

2 Promotional price in the first 12 (S) or 24 (M an L) months for new customers; Regular price € 54.90 (S), €69.85 (M) and €79,85 (L).

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

More MagentaEINS convergent Bundles including existing customers' tariffs available.

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

# FIXED NETWORK

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

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

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

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

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

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

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

6 valid to Jun. 30, 2014.

7 valid to Sep. 30, 2016.

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

9 No price changes since Jul. 01, 2011.

10 Monthly fee for VDSL Vectoring (over 50 to 100 Mbit/s): 29.52 €. Launch Aug. 01, 2014.

# NOTES

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## UNITED STATES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2014	2014	2014	2014	2015	2015	%	2014	2015	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
<b>TOTAL REVENUE</b>		<b>5.270</b>	<b>5.554</b>	<b>6.521</b>	<b>22.419</b>	<b>6.905</b>	<b>7.479</b>	<b>41,9</b>	<b>10.344</b>	<b>14.384</b>	<b>39,1</b>
<b>NET REVENUE</b>		<b>5.269</b>	<b>5.554</b>	<b>6.520</b>	<b>22.416</b>	<b>6.904</b>	<b>7.479</b>	<b>41,9</b>	<b>10.342</b>	<b>14.383</b>	<b>39,1</b>
<b>EBITDA</b>	<b>1</b>	<b>1.083</b>	<b>1.014</b>	<b>1.355</b>	<b>4.296</b>	<b>1.225</b>	<b>1.652</b>	<b>52,5</b>	<b>1.927</b>	<b>2.877</b>	<b>49,3</b>
EBITDA margin (EBITDA / total revenues)	%	20,6	18,3	20,8	19,2	17,7	22,1	1,5p	18,6	20,0	1,4p
Depreciation, amortization and impairment losses		(704)	(746)	(748)	(2.839)	(838)	(853)	(21,2)	(1.345)	(1.691)	(25,7)
Profit (loss) from operations = EBIT		379	268	607	1.457	387	799	n.a.	582	1.186	n.a.
<b>CASH CAPEX</b>	<b>2</b>	<b>686</b>	<b>868</b>	<b>1.009</b>	<b>3.253</b>	<b>845</b>	<b>996</b>	<b>45,2</b>	<b>1.376</b>	<b>1.841</b>	<b>33,8</b>
<b>CASH CONTRIBUTION</b>	<b>2</b>	<b>397</b>	<b>146</b>	<b>346</b>	<b>1.043</b>	<b>380</b>	<b>656</b>	<b>65,2</b>	<b>551</b>	<b>1.036</b>	<b>88,0</b>

### FINANCIALS (AS REPORTED)

		Q2	Q3	Q4	FY	Q1	Q2	Change	H1	H1	Change
	Note	2014	2014	2014	2014	2015	2015	%	2014	2015	%
		millions of €	millions of €	millions of €	millions of €	millions of €	millions of €		millions of €	millions of €	
<b>TOTAL REVENUE</b>		<b>5.270</b>	<b>5.554</b>	<b>6.510</b>	<b>22.408</b>	<b>6.905</b>	<b>7.443</b>	<b>41,2</b>	<b>10.344</b>	<b>14.348</b>	<b>38,7</b>
<b>NET REVENUE</b>		<b>5.269</b>	<b>5.554</b>	<b>6.509</b>	<b>22.405</b>	<b>6.904</b>	<b>7.443</b>	<b>41,3</b>	<b>10.342</b>	<b>14.347</b>	<b>38,7</b>
<b>EBITDA</b>		<b>1.411</b>	<b>869</b>	<b>1.169</b>	<b>4.244</b>	<b>1.111</b>	<b>1.581</b>	<b>12,0</b>	<b>2.206</b>	<b>2.692</b>	<b>22,0</b>
EBITDA margin (EBITDA / total revenue)	%	26,8	15,6	18,0	18,9	16,1	21,2	(5,6)p	21,3	18,8	(2,5)p
Depreciation, amortization and impairment losses		(704)	(746)	(748)	(2.839)	(838)	(853)	(21,2)	(1.345)	(1.691)	(25,7)
Profit (loss) from operations = EBIT		707	123	421	1.405	273	728	3,0	861	1.001	16,3
<b>CASH CAPEX</b>		<b>2.397</b>	<b>870</b>	<b>1.115</b>	<b>5.072</b>	<b>2.729</b>	<b>1.230</b>	<b>(48,7)</b>	<b>3.087</b>	<b>3.959</b>	<b>28,2</b>
<b>CASH CONTRIBUTION</b>		<b>(986)</b>	<b>(1)</b>	<b>54</b>	<b>(828)</b>	<b>(1.618)</b>	<b>351</b>	<b>n.a.</b>	<b>(881)</b>	<b>(1.267)</b>	<b>(43,8)</b>

1 Excluding special factors affecting EBITDA of EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14, EUR 114mn in Q1/15 and EUR 71mn in Q2/15.

2 Adjusted by excluding spectrum purchases of EUR 1.711mn in Q2/14, EUR 2mn in Q3/14, EUR 106mn in Q4/14, EUR 1.884mn in Q1/15, and EUR 234mn in Q2/15.

## UNITED STATES

### EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>5.270</b>	<b>5.554</b>	<b>6.510</b>	<b>22.408</b>	<b>6.905</b>	<b>7.443</b>	<b>41,2</b>	<b>10.344</b>	<b>14.348</b>	<b>38,7</b>
Profit (loss) from operations = EBIT		707	123	421	1.405	273	728	3,0	861	1.001	16,3
- Depreciation, amortization and impairment losses		(704)	(746)	(748)	(2.839)	(838)	(853)	(21,2)	(1.345)	(1.691)	(25,7)
<b>= EBITDA</b>		<b>1.411</b>	<b>869</b>	<b>1.169</b>	<b>4.244</b>	<b>1.111</b>	<b>1.581</b>	<b>12,0</b>	<b>2.206</b>	<b>2.692</b>	<b>22,0</b>
EBITDA margin	%	26,8	15,6	18,0	18,9	16,1	21,2	(5,6p)	21,3	18,8	(2,5p)
- Special factors affecting EBITDA		328	(145)	(186)	(52)	(114)	(71)	n.a.	279	(185)	n.a.
<b>= EBITDA ADJUSTED FOR SPECIAL FACTORS</b>	<b>1</b>	<b>1.083</b>	<b>1.014</b>	<b>1.355</b>	<b>4.296</b>	<b>1.225</b>	<b>1.652</b>	<b>52,5</b>	<b>1.927</b>	<b>2.877</b>	<b>49,3</b>
EBITDA margin (adjusted for special factors)	%	20,6	18,3	20,8	19,2	17,7	22,1	1,5p	18,6	20,0	1,4p

## SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	H1 2014 millions of €	H1 2015 millions of €
<b>EFFECTS ON EBITDA</b>		<b>328</b>	<b>(145)</b>	<b>(186)</b>	<b>(52)</b>	<b>(114)</b>	<b>(71)</b>	<b>279</b>	<b>(185)</b>
- of which personnel		(45)	(19)	(23)	(133)	(22)	(20)	(91)	(42)
- of which other		373	(126)	(163)	81	(92)	(51)	370	(143)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>328</b>	<b>(145)</b>	<b>(186)</b>	<b>(52)</b>	<b>(114)</b>	<b>(71)</b>	<b>279</b>	<b>(185)</b>
- of which personnel		(45)	(19)	(23)	(133)	(22)	(20)	(91)	(42)
- of which other		373	(126)	(163)	81	(92)	(51)	370	(143)

1 Excluding special factors affecting EBITDA of EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14, EUR 114mn in Q1/15, and EUR 71mn in Q2/15.

# UNITED STATES OPERATIONAL

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>50.545</b>	<b>52.890</b>	<b>55.018</b>	<b>55.018</b>	<b>56.836</b>	<b>58.908</b>	<b>16,5</b>	<b>50.545</b>	<b>58.908</b>	<b>16,5</b>	
- Branded postpaid	('000)	24.530	25.909	27.185	27.185	28.310	29.318	19,5	24.530	29.318	19,5	
- Branded prepay	('000)	15.639	16.050	16.316	16.316	16.389	16.567	5,9	15.639	16.567	5,9	
<b>-BRAUNDED</b>	('000)	<b>40.169</b>	<b>41.959</b>	<b>43.501</b>	<b>43.501</b>	<b>44.699</b>	<b>45.885</b>	<b>14,2</b>	<b>40.169</b>	<b>45.885</b>	<b>14,2</b>	
- Machine-to-machine	('000)	4.047	4.269	4.421	4.421	4.562	4.529	11,9	4.047	4.529	11,9	
- MVNO	('000)	6.329	6.662	7.096	7.096	7.575	8.494	34,2	6.329	8.494	34,2	
<b>-WHOLESALE</b>	('000)	<b>10.376</b>	<b>10.931</b>	<b>11.517</b>	<b>11.517</b>	<b>12.137</b>	<b>13.023</b>	<b>25,5</b>	<b>10.376</b>	<b>13.023</b>	<b>25,5</b>	
<b>NET ADDS</b>	('000)	<b>1.470</b>	<b>2.345</b>	<b>2.128</b>	<b>8.334</b>	<b>1.818</b>	<b>2.072</b>	<b>41,0</b>	<b>3.861</b>	<b>3.890</b>	<b>0,8</b>	
- Branded postpaid	('000)	908	1.379	1.276	4.886	1.125	1.008	11,0	2.231	2.133	(4,4)	
- Branded prepay	('000)	102	411	266	1.244	73	178	74,5	567	251	(55,7)	
<b>-BRAUNDED</b>	('000)	<b>1.010</b>	<b>1.790</b>	<b>1.542</b>	<b>6.130</b>	<b>1.198</b>	<b>1.186</b>	<b>17,4</b>	<b>2.798</b>	<b>2.384</b>	<b>(14,8)</b>	
- Machine-to-machine	('000)	225	222	152	819	141	(33)	n.a.	445	108	(75,7)	
- MVNO	('000)	235	333	434	1.385	479	919	n.a.	618	1.398	n.a.	
<b>-WHOLESALE</b>	('000)	<b>460</b>	<b>555</b>	<b>586</b>	<b>2.204</b>	<b>620</b>	<b>886</b>	<b>92,6</b>	<b>1.063</b>	<b>1.506</b>	<b>41,7</b>	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,2</b>	<b>3,5</b>	<b>3,6</b>	<b>3,4</b>	<b>3,3</b>	<b>3,4</b>	<b>0,2p</b>	<b>3,1</b>	<b>3,3</b>	<b>0,2p</b>	
- Branded postpaid	(%)	1,5	1,7	1,8	1,6	1,5	1,5	0,0p	1,5	1,5	0,0p	
- Branded prepay	(%)	4,5	4,8	5,4	4,8	4,6	4,9	0,4p	4,4	4,8	0,4p	
<b>TOTAL REVENUES</b>	(€ million)	<b>5.270</b>	<b>5.554</b>	<b>6.510</b>	<b>22.408</b>	<b>6.905</b>	<b>7.443</b>	<b>41,2</b>	<b>10.344</b>	<b>14.348</b>	<b>38,7</b>	
Service revenue	(€ million)	1	3.887	4.168	4.561	16.401	5.037	5.436	39,9	7.672	10.473	36,5
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>2</b>	<b>1.083</b>	<b>1.014</b>	<b>1.355</b>	<b>4.296</b>	<b>1.225</b>	<b>1.652</b>	<b>52,5</b>	<b>1.927</b>	<b>2.877</b>	<b>49,3</b>
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)	20,6	18,3	20,8	19,2	17,7	22,1	1,5p	18,6	20,0	1,4p	
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)	27,9	24,3	29,7	26,2	24,3	30,4	2,5p	25,1	27,5	2,4p	
<b>BLENDED ARPU</b>	(€)	<b>26</b>	<b>27</b>	<b>28</b>	<b>27</b>	<b>30</b>	<b>31</b>	<b>19,2</b>	<b>26</b>	<b>31</b>	<b>19,2</b>	
- Branded postpaid	(€)	34	35	36	35	40	41	20,6	35	40	14,3	
- Branded prepay	(€)	27	28	29	27	33	34	25,9	26	34	30,8	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>52</b>	<b>53</b>	<b>54</b>	<b>52</b>	<b>55</b>	<b>56</b>	<b>4,0p</b>	<b>52</b>	<b>55</b>	<b>3,0p</b>	
<b>MOU PER BRAUNDED CUSTOMER</b>	(min)	<b>1.131</b>	<b>1.112</b>	<b>1.080</b>	<b>1.177</b>	<b>1.081</b>	<b>1.078</b>	<b>(4,7)</b>	<b>1.129</b>	<b>2.159</b>	<b>91,2</b>	
- Branded postpaid	(min)	997	981	961	982	977	981	(1,6)	995	1.958	96,8	
<b>CASH CAPEX</b>	(€ million)	<b>2.397</b>	<b>870</b>	<b>1.115</b>	<b>5.072</b>	<b>2.729</b>	<b>1.230</b>	<b>(48,7)</b>	<b>3.087</b>	<b>3.959</b>	<b>28,2</b>	
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>686</b>	<b>868</b>	<b>1.009</b>	<b>845</b>	<b>996</b>	<b>45,2</b>	<b>1.376</b>	<b>1.841</b>	<b>33,8</b>	
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(€ million)	<b>3</b>	<b>397</b>	<b>146</b>	<b>1.043</b>	<b>380</b>	<b>656</b>	<b>65,2</b>	<b>551</b>	<b>1.036</b>	<b>88,0</b>	

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

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

2 Excluding special factors affecting EBITDA of EUR (328)mn in Q2/14, EUR 145mn in Q3/14, EUR 186mn in Q4/14, EUR 114mn in Q1/15 and EUR 71mn in Q2/15.

3 Adjusted by excluding spectrum purchases of EUR 1.711mn in Q2/14, EUR 2mn in Q3/14, EUR 106mn in Q4/14, EUR 1.884mn in Q1/15 and EUR 234mn in Q2/15.

# UNITED STATES

## OPERATIONAL IN US-\$

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %	
<b>CUSTOMERS (END OF PERIOD)</b>	('000)	<b>50.545</b>	<b>52.890</b>	<b>55.018</b>	<b>55.018</b>	<b>56.836</b>	<b>58.908</b>	<b>16,5</b>	<b>50.545</b>	<b>58.908</b>	<b>16,5</b>	
Branded postpaid	('000)	24.530	25.909	27.185	27.185	28.310	29.318	19,5	24.530	29.318	19,5	
Branded prepay	('000)	15.639	16.050	16.316	16.316	16.389	16.567	5,9	15.639	16.567	5,9	
<b>- BRANDED</b>	('000)	<b>40.169</b>	<b>41.959</b>	<b>43.501</b>	<b>43.501</b>	<b>44.699</b>	<b>45.885</b>	<b>14,2</b>	<b>40.169</b>	<b>45.885</b>	<b>14,2</b>	
Machine-to-machine	('000)	4.047	4.269	4.421	4.421	4.562	4.529	11,9	4.047	4.529	11,9	
MVNO	('000)	6.329	6.662	7.096	7.096	7.575	8.494	34,2	6.329	8.494	34,2	
<b>- WHOLESALE</b>	('000)	<b>10.376</b>	<b>10.931</b>	<b>11.517</b>	<b>11.517</b>	<b>12.137</b>	<b>13.023</b>	<b>25,5</b>	<b>10.376</b>	<b>13.023</b>	<b>25,5</b>	
<b>NET ADDS</b>	('000)	<b>1.470</b>	<b>2.345</b>	<b>2.128</b>	<b>8.334</b>	<b>1.818</b>	<b>2.072</b>	<b>41,0</b>	<b>3.861</b>	<b>3.890</b>	<b>0,8</b>	
Branded postpaid	('000)	908	1.379	1.276	4.886	1.125	1.008	11,0	2.231	2.133	(4,4)	
Branded prepay	('000)	102	411	266	1.244	73	178	74,5	567	251	(55,7)	
<b>- BRANDED</b>	('000)	<b>1.010</b>	<b>1.790</b>	<b>1.542</b>	<b>6.130</b>	<b>1.198</b>	<b>1.186</b>	<b>17,4</b>	<b>2.798</b>	<b>2.384</b>	<b>(14,8)</b>	
Machine-to-machine	('000)	225	222	152	819	141	(33)	n.a.	445	108	(75,7)	
MVNO	('000)	235	333	434	1.385	479	919	n.a.	618	1.398	n.a.	
<b>- WHOLESALE</b>	('000)	<b>460</b>	<b>555</b>	<b>586</b>	<b>2.204</b>	<b>620</b>	<b>886</b>	<b>92,6</b>	<b>1.063</b>	<b>1.506</b>	<b>41,7</b>	
<b>AVERAGE MONTHLY CHURN</b>	(%)	<b>3,2</b>	<b>3,5</b>	<b>3,6</b>	<b>3,4</b>	<b>3,3</b>	<b>3,4</b>	<b>0,2p</b>	<b>3,1</b>	<b>3,3</b>	<b>0,2p</b>	
- Branded postpaid	(%)	1,5	1,7	1,8	1,6	1,5	1,5	0,0p	1,5	1,5	0,0p	
- Branded prepay	(%)	4,5	4,8	5,4	4,8	4,6	4,9	0,4p	4,4	4,8	0,4p	
<b>TOTAL REVENUES</b>	(USD million)	<b>7.228</b>	<b>7.358</b>	<b>8.132</b>	<b>29.677</b>	<b>7.774</b>	<b>8.219</b>	<b>13,7</b>	<b>14.187</b>	<b>15.993</b>	<b>12,7</b>	
Service revenue	(USD million)	<b>1</b>	5.331	5.523	5.698	21.745	5.668	6.004	12,6	10.524	11.672	10,9
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>2</b>	<b>1.485</b>	<b>1.345</b>	<b>1.690</b>	<b>5.678</b>	<b>1.371</b>	<b>1.823</b>	<b>22,8</b>	<b>2.643</b>	<b>3.194</b>	<b>20,8</b>
EBITDA margin (adjusted for special factors)	(%)	20,5	18,3	20,8	19,1	17,6	22,1	1,6p	18,6	19,9	1,3p	
EBITDA margin (adjusted for special factors)	(%)	27,8	24,4	29,7	26,1	24,2	30,4	2,6p	25,1	27,4	2,3p	
<b>BLENDED ARPU</b>	(USD)	<b>36</b>	<b>36</b>	<b>35</b>	<b>36</b>	<b>34</b>	<b>35</b>	<b>(2,8)</b>	<b>36</b>	<b>34</b>	<b>(5,6)</b>	
- Branded postpaid	(USD)	47	47	45	47	45	46	(2,1)	47	45	(4,3)	
- Branded prepay	(USD)	37	37	37	36	37	37	0,0	36	37	2,8	
<b>NON-VOICE % OF ARPU</b>	(%)	<b>52</b>	<b>53</b>	<b>54</b>	<b>52</b>	<b>55</b>	<b>56</b>	<b>4,0p</b>	<b>52</b>	<b>55</b>	<b>3,0p</b>	
<b>MOU PER BRANDED CUSTOMER</b>	(min)	<b>1.131</b>	<b>1.112</b>	<b>1.080</b>	<b>1.177</b>	<b>1.081</b>	<b>1.078</b>	<b>(4,7)</b>	<b>1.129</b>	<b>2.159</b>	<b>91,2</b>	
- Branded postpaid	(min)	997	981	961	982	977	981	(1,6)	995	1.958	96,8	
<b>CASH CAPEX</b>	(USD million)	<b>3.305</b>	<b>1.153</b>	<b>1.396</b>	<b>6.801</b>	<b>3.114</b>	<b>1.350</b>	<b>(59,2)</b>	<b>4.252</b>	<b>4.464</b>	<b>5,0</b>	
<b>CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>940</b>	<b>1.150</b>	<b>1.265</b>	<b>4.302</b>	<b>966</b>	<b>1.096</b>	<b>16,6</b>	<b>1.887</b>	<b>2.062</b>	<b>9,3</b>
<b>CASH CONTRIBUTION (ADJUSTED FOR SPECIAL FACTORS)</b>	(USD million)	<b>3</b>	<b>544</b>	<b>195</b>	<b>425</b>	<b>1.376</b>	<b>405</b>	<b>727</b>	<b>33,6</b>	<b>756</b>	<b>1.132</b>	<b>49,7</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 (445)mn in Q2/14, USD 190mn in Q3/14, USD 231mn in Q4/14, USD 132mn in Q1/15 and USD 78mn in Q2/15.

3 Adjusted by excluding spectrum purchases of USD 2.365mn in Q2/14, USD 3mn in Q3/14, USD 131mn in Q4/14, USD 2.148mn in Q1/15, and USD 254mn in Q2/15.

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



# UNITED STATES

## T-MOBILE USA

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

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

Unlimited Talk, Text and Web with up to 1GB of full speed data <sup>4,5</sup>	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data <sup>4</sup>	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data <sup>4</sup>	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

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

5 Includes up to 1GB of full speed data at no additional charge.

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

6 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 7 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data.

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

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

9 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge.

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

11 3-21GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year.

# UNITED STATES

## T-MOBILE USA

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

#### INCLUDED FEATURES PER LINE

Unlimited Talk, Text and Web with up to 1GB of full speed data (first 2 lines)

Unlimited Talk, Text and Web with up to 1GB of full speed data (third, fourth, fifth and up to 10 lines)

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

\$80.00 for first 2 lines

\$10.00 per line

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

Add more full speed data in increments of 2GB, up to 21 GB of data (each line)

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

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

\$10.00 (more per line per 2 GB)

\$30.00 (more per line)

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

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

3 On-network and domestic roaming data allotments differ: 1 GB full-speed plan includes 10 MB roaming; 3 GB and unlimited 4G LTE full-speed plans, and limited 5 GB through 11 GB Smartphone Mobile HotSpot features, include 50 MB roaming; 5 GB, 7 GB and 9 GB full-speed plans include 100 MB roaming; and 11 GB through 21 GB full-speed plans include 200 MB roaming.

4 Includes up to 1GB of full speed data at no additional charge.

8 All postpaid Simple Choice plan options include unlimited (2G) data and text while in over 120 countries and destinations at no extra charge per line.

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

10 3-21GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year.

5 All plan options include Smartphone Mobile HotSpot capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 7 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Customers may purchase additional capped Smartphone Mobile HotSpot data usage for the Unlimited Nationwide 4G LTE Data plan in 2GB increments for \$10 each up to 11GB. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

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

# UNITED STATES

## T-MOBILE USA

### SIMPLE CHOICE PLAN (PAY IN ADVANCE)<sup>1,2,3,4,5,6,7,8,12,13</sup>

### PRICING<sup>12</sup>

Unlimited Talk, Text and Web with up to 1GB of full speed data	\$50.00
Unlimited Talk, Text and Web with up to 3GB of full speed data	\$60.00
Unlimited Talk, Text and Web with up to 5GB of full speed data	\$70.00
Unlimited Talk, Text and Unlimited Nationwide 4G LTE data (unlimited full speed data)	\$80.00

1 No annual contract required.

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

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

4 Features available for until 30th day.

5 These plan options include Smartphone Mobile HotSpot (tethering) capability that share the same full speed data allotment of their data plan except for the Unlimited Nationwide 4G LTE plan which includes up to 7 GB of Smartphone Mobile HotSpot full speed data usage, then slowed to 2G speeds for balance of service period. Use of connected devices subject to T-Mobile's Terms and Conditions. Must use device manufacturer or T-Mobile feature.

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

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

8 Roaming and on-network data allotments differ; 1GB full-speed plan includes 10 MB roaming; 3GB and unlimited 4G LTE plans, and limited 5 GB Smartphone Mobile Hotspot feature, include 50MB roaming, 5GB full-speed plan includes 100 MB roaming.

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

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

### TALK/TEXT<sup>12</sup>

Stateside International Talk with Mobile <sup>9</sup>	\$15.00
Stateside International Talk <sup>10</sup>	\$10.00
Stateside International Text <sup>11</sup>	\$0.00

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

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

11 Unlimited text messages from the US to over 200 countries.

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

# UNITED STATES

## T-MOBILE USA

MATCH PHONE DATA MOBILE INTERNET PLAN	PRICING <sup>1</sup>	HOTSPOT ACCESS <sup>3</sup>
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Unlimited, Overage-Free Mobile Internet 1GB, 3GB or 5GB \$10 Included

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

2 GSM voice line is required for this plan.

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

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

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

5 Match Phone Data plans match the largest GSM data bucket on the BAN. O-1GB = 1GB MI data, 1GB-3GB = 3GB MI data, 3GB+ = 5GB MI Data.

SIMPLE CHOICE VALUE <sup>1,2,3,4,5,6,7,8,8</sup>	PRICING <sup>1</sup>	HOTSPOT ACCESS <sup>3</sup>
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MOBILE INTERNET PLANS

Unlimited, Overage-Free Mobile Internet 1 GB	\$20.00	Included
Unlimited, Overage-Free Mobile Internet 3 GB	\$30.00	Included
Unlimited, Overage-Free Mobile Internet 5 GB	\$40.00	Included
Unlimited, Overage-Free Mobile Internet 7 GB	\$50.00	Included
Unlimited, Overage-Free Mobile Internet 9 GB	\$60.00	Included
Unlimited, Overage-Free Mobile Internet 11 GB	\$70.00	Included
Unlimited, Overage-Free Mobile Internet 13 GB	\$80.00	Included
Unlimited, Overage-Free Mobile Internet 15 GB	\$90.00	Included
Unlimited, Overage-Free Mobile Internet 17 GB	\$100.00	Included
Unlimited, Overage-Free Mobile Internet 19 GB	\$110.00	Included
Unlimited, Overage-Free Mobile Internet 21 GB	\$120.00	Included

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

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

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

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

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

5 Customers may choose to add more full speed data in increments of 2 GB/each \$10 more per month per line, up to 21 GB of data. Or purchase an On Demand

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

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

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

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

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

9 1-21GB postpaid Simple Choice plan options include Data Stash, the ability to carry forward unused high speed data for up to a year.

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

Unlimited, Overage-Free Mobile Internet 1 GB data (use for 7 days) \$10.00 Included

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

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

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

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

PAY IN ADVANCE - (SINGLE USE) DATA PASSES <sup>1,2,3</sup>	PRICING <sup>1</sup>	HOTSPOT ACCESS
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Unlimited, Overage-Free 500 MB data (use for 1 day) \$5.00 Not Included

Unlimited, Overage-Free 1 GB data (use for 7 days) \$10.00 Not Included

Unlimited, Overage-Free 3 GB data (use for 30 days) \$30.00 Not Included

Unlimited, Overage-Free 5 GB data (use for 30 days) \$40.00 Not Included

Unlimited, Overage-Free 7 GB data (use for 30 days) \$50.00 Not Included

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

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

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

3 Domestic only. No roaming.

PAY IN ADVANCE - MONTHLY RECURRING (AUTO-RENEW) PASSES <sup>1,2,3</sup>	PRICING <sup>1</sup>	HOTSPOT ACCESS
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Unlimited, Overage-Free Mobile Internet 1 GB \$20.00 Not Included

Unlimited, Overage-Free Mobile Internet 3 GB \$30.00 Not Included

Unlimited, Overage-Free Mobile Internet 5 GB \$40.00 Not Included

Unlimited, Overage-Free Mobile Internet 7 GB \$50.00 Not Included

Unlimited, Overage-Free Mobile Internet 9 GB \$60.00 Not Included

Unlimited, Overage-Free Mobile Internet 11 GB \$70.00 Not Included

Unlimited, Overage-Free Mobile Internet 13 GB \$80.00 Not Included

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

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

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

# NOTES

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## EUROPE FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>	1	3.163	3.317	3.367	12.972	3.106	3.136	(0,9)	6.288	6.242	(0,7)
<b>NET REVENUE</b>		3.074	3.222	3.282	12.596	3.029	3.061	(0,4)	6.092	6.090	(0,0)
<b>EBITDA</b>	1,2	1.098	1.184	1.123	4.432	1.008	1.069	(2,6)	2.125	2.077	(2,3)
EBITDA margin (EBITDA / total revenue)	%	34,7	35,7	33,4	34,2	32,5	34,1	(0,6p)	33,8	33,3	(0,5p)
Depreciation, amortization and impairment losses		(658)	(645)	(661)	(2.575)	(633)	(622)	5,5	(1.269)	(1.255)	1,1
Profit (loss) from operations = EBIT	3	440	539	462	1.857	375	447	1,6	856	822	(4,0)
<b>CASH CAPEX</b>	4	385	368	404	1.610	478	290	(24,7)	838	768	(8,4)
<b>CASH CONTRIBUTION</b>		713	816	719	2.822	530	779	9,3	1.287	1.309	1,7

## FINANCIALS (AS REPORTED)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		3.163	3.317	3.367	12.972	3.106	3.136	(0,9)	6.288	6.242	(0,7)
<b>NET REVENUE</b>		3.074	3.222	3.282	12.596	3.029	3.061	(0,4)	6.092	6.090	(0,0)
<b>EBITDA</b>		1.074	1.142	1.073	4.301	953	1.007	(6,2)	2.086	1.960	(6,0)
EBITDA margin (EBITDA / total revenue)	%	34,0	34,4	31,9	33,2	30,7	32,1	(1,9p)	33,2	31,4	(1,8p)
Depreciation, amortization and impairment losses		(658)	(645)	(683)	(2.597)	(633)	(622)	5,5	(1.269)	(1.255)	1,1
Profit (loss) from operations = EBIT		416	497	390	1.704	320	385	(7,5)	817	705	(13,7)
<b>CASH CAPEX</b>		422	457	637	2.101	494	299	(29,1)	1.007	793	(21,3)
<b>CASH CONTRIBUTION</b>		652	685	436	2.200	459	708	8,6	1.079	1.167	8,2

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

2 Special factors affecting EBITDA: EUR 24mn in Q2/14, EUR 42mn in Q3/14, EUR 50mn in Q4/14, EUR 55mn in Q1/15 and EUR 62mn in Q2/15.

3 Special factors affecting EBIT: EUR 24mn in Q2/14 (thereof EUR 24mn resulting from EBITDA), EUR 42mn in Q3/14 (thereof EUR 42mn resulting from EBITDA), EUR 72mn in Q4/14 (thereof EUR 50mn resulting from EBITDA), EUR 55mn in Q1/15 (thereof EUR 55mn resulting from EBITDA) and EUR 62mn in Q2/15 (thereof EUR 62mn resulting from EBITDA).

4 Excluding payments for spectrum licences: EUR 31mn in Q2/14 in Slovakia, EUR 4mn in Q2/14 in Romania, EUR 1mn in Q2/14 in Poland, EUR 1mn in Q2/14 in Austria, EUR 89mn in Q3/14 in Poland, EUR 40mn in Q4/14 in Greece, EUR 191mn in Q4/14 in Hungary, EUR 1mn in Q4/14 in Poland, EUR 1mn in Q4/14 in Austria, EUR 1mn in Q1/15 in Austria, EUR 15mn in Q1/15 in Albania and EUR 1mn in Q2/15 in Austria and EUR 9mn in Q2/15 in Albania.

## EUROPE

### EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>3.163</b>	<b>3.317</b>	<b>3.367</b>	<b>12.972</b>	<b>3.106</b>	<b>3.136</b>	<b>(0,9)</b>	<b>6.288</b>	<b>6.242</b>	<b>(0,7)</b>
<b>TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>3.163</b>	<b>3.317</b>	<b>3.367</b>	<b>12.972</b>	<b>3.106</b>	<b>3.136</b>	<b>(0,9)</b>	<b>6.288</b>	<b>6.242</b>	<b>(0,7)</b>
Profit (loss) from operations = EBIT		416	497	390	1.704	320	385	(7,5)	817	705	(13,7)
- Depreciation, amortization and impairment losses		(658)	(645)	(683)	(2.597)	(633)	(622)	5,5	(1.269)	(1.255)	1,1
<b>= EBITDA</b>		<b>1.074</b>	<b>1.142</b>	<b>1.073</b>	<b>4.301</b>	<b>953</b>	<b>1.007</b>	<b>(6,2)</b>	<b>2.086</b>	<b>1.960</b>	<b>(6,0)</b>
EBITDA margin	%	34,0	34,4	31,9	33,2	30,7	32,1	(1,9p)	33,2	31,4	(1,8p)
- Special factors affecting EBITDA		(24)	(42)	(50)	(131)	(55)	(62)	n.a.	(39)	(117)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>1.098</b>	<b>1.184</b>	<b>1.123</b>	<b>4.432</b>	<b>1.008</b>	<b>1.069</b>	<b>(2,6)</b>	<b>2.125</b>	<b>2.077</b>	<b>(2,3)</b>
EBITDA margin (adjusted for special factors)	%	34,7	35,7	33,4	34,2	32,5	34,1	(0,6p)	33,8	33,3	(0,5p)

## SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(24)</b>	<b>(42)</b>	<b>(50)</b>	<b>(131)</b>	<b>(55)</b>	<b>(62)</b>	<b>n.a.</b>	<b>(39)</b>	<b>(117)</b>	<b>n.a.</b>
- of which personnel		(14)	(28)	(34)	(91)	(22)	(97)	n.a.	(29)	(119)	n.a.
- of which other		(10)	(14)	(16)	(40)	(33)	35	n.a.	(10)	2	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(24)</b>	<b>(42)</b>	<b>(72)</b>	<b>(153)</b>	<b>(55)</b>	<b>(62)</b>	<b>n.a.</b>	<b>(39)</b>	<b>(117)</b>	<b>n.a.</b>
- of which personnel		(14)	(28)	(34)	(91)	(22)	(97)	n.a.	(29)	(119)	n.a.
- of which other	1	(10)	(14)	(38)	(62)	(33)	35	n.a.	(10)	2	n.a.

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



## EUROPE CUSTOMER SUMMARY

	Note	Q2 2014 ( <sup>'000</sup> )	Q3 2014 ( <sup>'000</sup> )	Q4 2014 ( <sup>'000</sup> )	Q1 2015 ( <sup>'000</sup> )	Q2 2015 ( <sup>'000</sup> )	Change %
<b>GREECE</b>							
- Fixed network Access Lines		2.675	2.645	2.624	2.599	2.591	(3,1)
- Broadband Access Lines		1.333	1.357	1.388	1.413	1.448	8,6
- Mobile Customers		7.398	7.336	7.280	7.308	7.387	(0,1)
<b>ROMANIA</b>							
- Fixed network Access Lines		2.308	2.272	2.239	2.189	2.153	(6,7)
- Broadband Access Lines		1.200	1.196	1.199	1.192	1.186	(1,2)
- Mobile Customers		6.046	5.945	6.047	6.008	6.015	(0,5)
<b>HUNGARY</b>							
- Fixed network Access Lines		1.611	1.611	1.645	1.644	1.606	(0,3)
- Broadband Access Lines		944	953	969	981	991	5,0
- Mobile Customers		4.898	4.933	4.964	4.948	4.938	0,8
<b>POLAND</b>							
- Fixed network Access Lines	1	0	0	0	12	18	n.a.
- Broadband Access Lines	1	0	0	0	11	13	n.a.
- Mobile Customers		15.675	15.728	15.702	15.794	15.827	1,0
<b>CZECH REPUBLIC</b>							
- Fixed network Access Lines	1	130	132	131	155	152	16,9
- Broadband Access Lines	1	132	132	131	145	143	8,3
- Mobile Customers		5.946	5.993	6.000	5.993	5.996	0,8
<b>CROATIA</b>							
- Fixed network Access Lines		1.114	1.094	1.076	1.052	1.038	(6,8)
- Broadband Access Lines		680	683	725	726	733	7,8
- Mobile Customers		2.308	2.332	2.252	2.214	2.241	(2,9)
<b>NETHERLANDS</b>							
- Mobile Customers	2	4.277	3.964	3.900	3.830	3.689	(13,7)
<b>SLOVAKIA</b>							
- Fixed network Access Lines		908	898	894	875	864	(4,8)
- Broadband Access Lines		540	546	559	570	578	7,0
- Mobile Customers		2.237	2.228	2.220	2.202	2.196	(1,8)
<b>AUSTRIA</b>							
- Mobile Customers		4.118	4.022	4.020	3.956	3.934	(4,5)
<b>OTHER</b>							
- Fixed network Access Lines	3	425	421	423	395	389	(8,5)
- Broadband Access Lines	3	302	303	307	293	291	(3,6)
- Mobile Customers		3.582	3.604	3.607	3.596	3.585	0,1
<b>TOTAL</b>							
- Fixed network Access Lines		9.172	9.073	9.033	8.922	8.810	(3,9)
- IP		2.934	3.169	3.486	3.606	3.779	28,8
- Broadband Access Lines Retail		4.849	4.880	4.995	5.038	5.075	4,7
- Wholesale Bundled Access Lines		156	154	140	136	126	(19,2)
- Wholesale Unbundled Access Lines		127	136	144	156	167	31,5
- TV (IPTV, SAT, Cable)	4	3.619	3.670	3.714	3.741	3.768	4,1
- Mobile Customers	2	56.485	56.087	55.992	55.849	55.807	(1,2)

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

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

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

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

## GREECE

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>697</b>	<b>727</b>	<b>754</b>	<b>2.869</b>	<b>692</b>	<b>704</b>	<b>1,0</b>	<b>1.388</b>	<b>1.396</b>	<b>0,6</b>
- of which Fixed network		418	436	480	1.762	441	448	7,2	846	889	5,1
- of which Mobile communications		313	329	314	1.251	294	303	(3,2)	608	597	(1,8)
<b>EBITDA</b>	<b>1</b>	<b>282</b>	<b>303</b>	<b>293</b>	<b>1.138</b>	<b>263</b>	<b>267</b>	<b>(5,3)</b>	<b>542</b>	<b>530</b>	<b>(2,2)</b>
- of which Fixed network		154	157	173	633	153	147	(4,5)	303	300	(1,0)
- of which Mobile communications		116	134	103	459	100	110	(5,2)	222	210	(5,4)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>40,5</b>	<b>41,7</b>	<b>38,9</b>	<b>39,7</b>	<b>38,0</b>	<b>37,9</b>	<b>(2,6p)</b>	<b>39,0</b>	<b>38,0</b>	<b>(1,0p)</b>
- of which Fixed network	<b>%</b>	36,8	36,0	36,0	35,9	34,7	32,8	(4,0p)	35,8	33,7	(2,1p)
- of which Mobile communications	<b>%</b>	37,1	40,7	32,8	36,7	34,0	36,3	(0,8p)	36,5	35,2	(1,3p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>86</b>	<b>95</b>	<b>136</b>	<b>388</b>	<b>85</b>	<b>44</b>	<b>(48,8)</b>	<b>157</b>	<b>129</b>	<b>(17,8)</b>
- of which Fixed network		36	41	64	174	37	29	(19,4)	69	66	(4,3)
- of which Mobile communications		50	50	70	207	48	14	(72,0)	87	62	(28,7)
<b>CASH CONTRIBUTION</b>		<b>196</b>	<b>208</b>	<b>157</b>	<b>750</b>	<b>178</b>	<b>223</b>	<b>13,8</b>	<b>385</b>	<b>401</b>	<b>4,2</b>
- of which Fixed network		118	116	109	459	116	118	0,0	234	234	0,0
- of which Mobile communications		66	84	33	252	52	97	47,0	135	149	10,4

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

# GREECE OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.675	2.645	2.624	2.624	2.599	2.591	(3,1)	2.675	2.591	(3,1)
- IP	('000)	12	13	15	15	16	20	66,7	12	20	66,7
Broadband Access Lines Retail	('000)	1.308	1.333	1.365	1.365	1.392	1.426	9,0	1.308	1.426	9,0
TV (IPTV, SAT, Cable)	('000)	296	321	354	354	367	378	27,7	296	378	27,7
Wholesale Bundled Access Lines	('000)	25	24	22	22	21	21	(16,0)	25	21	(16,0)
ULLs/Wholesale PSTN	('000)	2.002	2.016	2.044	2.044	2.059	2.057	2,7	2.002	2.057	2,7
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)	256	269	242	1.008	229	243	(5,1)	497	472	(5,0)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>7.398</b>	<b>7.336</b>	<b>7.280</b>	<b>7.280</b>	<b>7.308</b>	<b>7.387</b>	<b>(0,1)</b>	<b>7.398</b>	<b>7.387</b>	<b>(0,1)</b>
- contract	('000)	2.224	2.222	2.227	2.227	2.260	2.289	2,9	2.224	2.289	2,9
- prepaid	('000)	5.174	5.114	5.053	5.053	5.049	5.097	(1,5)	5.174	5.097	(1,5)
<b>NET ADDS</b>	<b>('000)</b>	<b>1</b>	<b>(18)</b>	<b>(45)</b>	<b>(181)</b>	<b>28</b>	<b>78</b>	<b>n.a.</b>	<b>(79)</b>	<b>107</b>	<b>n.a.</b>
- contract	('000)	0	15	5	(6)	33	30	n.a.	(25)	62	n.a.
- prepaid	('000)	(18)	(60)	(61)	(175)	(4)	49	n.a.	(54)	44	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,6</b>	<b>1,9</b>	<b>1,8</b>	<b>1,7</b>	<b>1,5</b>	<b>1,5</b>	<b>(0,1p)</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract	(%)	1,3	1,4	1,5	1,3	1,2	1,2	(0,1p)	1,2	1,2	0,0p
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>19</b>	<b>15</b>	<b>18</b>	<b>17</b>	<b>16</b>	<b>18</b>	<b>(5,3)</b>	<b>17</b>	<b>17</b>	<b>0,0</b>
- contract	(€)	77	64	64	67	53	63	(18,2)	70	58	(17,1)
- prepaid	(€)	1	1	1	1	1	2	100,0	1	2	100,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>45</b>	<b>41</b>	<b>45</b>	<b>44</b>	<b>39</b>	<b>40</b>	<b>(11,1)</b>	<b>46</b>	<b>40</b>	<b>(13,0)</b>
<b>ARPU</b>	<b>(€)</b>	<b>12</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>(8,3)</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	(€)	27	28	25	26	24	25	(7,4)	26	25	(3,8)
- prepaid	(€)	5	5	5	5	4	5	0,0	5	5	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>24</b>	<b>27</b>	<b>26</b>	<b>25</b>	<b>27</b>	<b>27</b>	<b>3p</b>	<b>24</b>	<b>27</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>302</b>	<b>309</b>	<b>301</b>	<b>298</b>	<b>282</b>	<b>299</b>	<b>(1,0)</b>	<b>292</b>	<b>291</b>	<b>(0,3)</b>
- contract	(min)	457	454	450	446	419	444	(2,8)	439	432	(1,6)

1 Contract Net Adds in Q3/14 adjusted due to product definition adaption.

# ROMANIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>242</b>	<b>247</b>	<b>252</b>	<b>1.002</b>	<b>241</b>	<b>241</b>	<b>(0,4)</b>	<b>503</b>	<b>482</b>	<b>(4,2)</b>
- of which Fixed network		149	152	151	609	149	150	0,7	306	299	(2,3)
- of which Mobile communications		102	107	112	439	104	104	2,0	220	208	(5,5)
<b>EBITDA</b>	<b>1</b>	<b>70</b>	<b>60</b>	<b>70</b>	<b>266</b>	<b>55</b>	<b>49</b>	<b>(30,0)</b>	<b>136</b>	<b>104</b>	<b>(23,5)</b>
- of which Fixed network		44	35	43	161	33	26	(40,9)	83	59	(28,9)
- of which Mobile communications		26	26	28	106	22	23	(11,5)	52	45	(13,5)
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>28,9</b>	<b>24,3</b>	<b>27,8</b>	<b>26,5</b>	<b>22,8</b>	<b>20,3</b>	<b>(8,6p)</b>	<b>27,0</b>	<b>21,6</b>	<b>(5,4p)</b>
- of which Fixed network	<b>%</b>	29,5	23,0	28,5	26,4	22,1	17,3	(12,2p)	27,1	19,7	(7,4p)
- of which Mobile communications	<b>%</b>	25,5	24,3	25,0	24,1	21,2	21,9	(3,6p)	23,6	21,6	(2,0p)
<b>CASH CAPEX (AS REPORTED)</b>		<b>44</b>	<b>35</b>	<b>21</b>	<b>140</b>	<b>49</b>	<b>32</b>	<b>(27,3)</b>	<b>84</b>	<b>81</b>	<b>(3,6)</b>
- of which Fixed network		25	26	20	95	29	23	(8,0)	49	52	6,1
- of which Mobile communications		19	9	2	46	20	9	(52,6)	35	29	(17,1)
<b>CASH CONTRIBUTION</b>		<b>26</b>	<b>25</b>	<b>49</b>	<b>126</b>	<b>6</b>	<b>17</b>	<b>(34,6)</b>	<b>52</b>	<b>23</b>	<b>(55,8)</b>
- of which Fixed network		19	9	23	66	4	3	(84,2)	34	7	(79,4)
- of which Mobile communications		7	17	26	60	2	14	100,0	17	16	(5,9)

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

# ROMANIA OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	2.308	2.272	2.239	2.239	2.189	2.153	(6,7)	2.308	2.153	(6,7)
- IP	('000)	271	283	301	301	316	341	25,8	271	341	25,8
Broadband Access Lines Retail	('000)	1.200	1.196	1.199	1.199	1.192	1.186	(1,2)	1.200	1.186	(1,2)
TV (IPTV, SAT, Cable)	('000)	1.384	1.397	1.414	1.414	1.414	1.421	2,7	1.384	1.421	2,7
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)	79	83	81	338	79	78	(1,3)	174	157	(9,8)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>6.046</b>	<b>5.945</b>	<b>6.047</b>	<b>6.047</b>	<b>6.008</b>	<b>6.015</b>	<b>(0,5)</b>	<b>6.046</b>	<b>6.015</b>	<b>(0,5)</b>
- contract	('000)	1.622	1.636	1.690	1.690	1.751	1.794	10,6	1.622	1.794	10,6
- prepaid	('000)	4.424	4.309	4.357	4.357	4.257	4.221	(4,6)	4.424	4.221	(4,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>(35)</b>	<b>(100)</b>	<b>102</b>	<b>(106)</b>	<b>(40)</b>	<b>7</b>	<b>n.a.</b>	<b>(108)</b>	<b>(33)</b>	<b>69,4</b>
- contract	('000)	11	15	54	52	61	43	n.a.	(17)	103	n.a.
- prepaid	('000)	(45)	(115)	48	(158)	(100)	(36)	20,0	(91)	(136)	(49,5)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,7</b>	<b>3,5</b>	<b>2,9</b>	<b>3,0</b>	<b>2,8</b>	<b>2,8</b>	<b>0,1p</b>	<b>2,8</b>	<b>2,8</b>	<b>0,0p</b>
- contract	(%)	1,3	1,4	1,6	1,4	1,0	1,3	0,0p	1,2	1,2	0,0p
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>10</b>	<b>7</b>	<b>10</b>	<b>9</b>	<b>12</b>	<b>14</b>	<b>40,0</b>	<b>10</b>	<b>13</b>	<b>30,0</b>
- contract	(€)	68	49	66	61	68	93	36,8	64	80	25,0
- prepaid	(€)	1	1	0	1	1	1	0,0	1	1	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>11</b>	<b>9</b>	<b>8</b>	<b>9</b>	<b>8</b>	<b>7</b>	<b>(36,4)</b>	<b>9</b>	<b>7</b>	<b>(22,2)</b>
<b>ARPU</b>	<b>(€)</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>0,0</b>	<b>5</b>	<b>4</b>	<b>(20,0)</b>
- contract	(€)	9	10	10	10	9	9	0,0	10	9	(10,0)
- prepaid	(€)	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>23</b>	<b>27</b>	<b>25</b>	<b>1p</b>	<b>21</b>	<b>26</b>	<b>5p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>301</b>	<b>298</b>	<b>307</b>	<b>300</b>	<b>298</b>	<b>300</b>	<b>(0,3)</b>	<b>298</b>	<b>299</b>	<b>0,3</b>
- contract	(min)	465	465	483	460	471	473	1,7	446	472	5,8

# HUNGARY

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>	1	362	370	394	1.492	393	380	5,0	728	773	6,2
<b>PRODUCT VIEW</b>		362	370	394	1.492	393	380	5,0	728	773	6,2
- Fixed network	2	163	163	176	682	192	180	10,4	343	372	8,5
- Mobile communications		199	207	220	812	201	200	0,5	385	401	4,2
<b>SEGMENT VIEW</b>		362	370	394	1.492	393	380	5,0	728	773	6,2
- of which Consumer		226	232	245	918	233	234	3,5	441	467	5,9
- of which Business		66	66	67	263	65	64	(3,0)	130	129	(0,8)
<b>EBITDA</b>	1,3	123	129	99	445	106	135	9,8	217	241	11,1
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	34,0	34,9	25,1	29,8	27,0	35,5	1,5p	29,8	31,2	1,4p
<b>CASH CAPEX (AS REPORTED)</b>		43	44	249	400	59	49	14,0	107	108	0,9
<b>CASH CONTRIBUTION</b>		80	85	(150)	45	47	86	7,5	110	133	20,9

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

2 Fixed Network include Total revenue of HU GHS.

3 Special factors affecting EBITDA: EUR 1mn in Q2/14, EUR 12mn in Q3/14, EUR 1mn in Q4/14, EUR 1mn in Q1/15 and EUR 1mn in Q2/15.

# HUNGARY OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>	<b>1</b>										
Fixed network Access Lines	('000)	1.611	1.611	1.645	1.645	1.644	1.606	(0,3)	1.611	1.606	(0,3)
- IP	('000)	745	807	968	968	1.021	1.110	49,0	745	1.110	49,0
Broadband Access Lines Retail	('000)	877	887	922	922	940	948	8,1	877	948	8,1
TV (IPTV, SAT, Cable)	('000)	905	910	923	923	934	939	3,8	905	939	3,8
Wholesale Bundled Access Lines	('000)	41	40	28	28	27	18	(56,1)	41	18	(56,1)
ULLs/Wholesale PSTN	('000)	14	13	12	12	12	11	(21,4)	14	11	(21,4)
Wholesale Unbundled Access Lines	('000)	26	26	19	19	13	12	(53,8)	26	12	(53,8)
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	167	170	170	664	167	160	(4,2)	324	327	0,9
<b>CUSTOMERS</b>	<b>('000)</b>	<b>4.898</b>	<b>4.933</b>	<b>4.964</b>	<b>4.964</b>	<b>4.948</b>	<b>4.938</b>	<b>0,8</b>	<b>4.898</b>	<b>4.938</b>	<b>0,8</b>
- contract	('000)	2.413	2.445	2.483	2.483	2.493	2.517	4,3	2.413	2.517	4,3
- prepaid	('000)	2.485	2.488	2.481	2.481	2.454	2.421	(2,6)	2.485	2.421	(2,6)
<b>NET ADDS</b>	<b>('000)</b>	<b>20</b>	<b>35</b>	<b>32</b>	<b>78</b>	<b>(17)</b>	<b>(10)</b>	<b>n.a.</b>	<b>11</b>	<b>(26)</b>	<b>n.a.</b>
- contract	('000)	38	32	39	113	10	24	(36,8)	43	34	(20,9)
- prepaid	('000)	(18)	4	(7)	(36)	(27)	(33)	(83,3)	(32)	(60)	(87,5)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,4</b>	<b>1,5</b>	<b>1,6</b>	<b>1,5</b>	<b>1,5</b>	<b>1,5</b>	<b>0,1p</b>	<b>1,5</b>	<b>1,5</b>	<b>0,0p</b>
- contract	(%)	0,9	0,9	0,8	0,9	1,0	0,8	(0,1p)	1,0	0,9	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>16</b>	<b>16</b>	<b>23</b>	<b>18</b>	<b>19</b>	<b>22</b>	<b>37,5</b>	<b>17</b>	<b>20</b>	<b>17,6</b>
- contract	(€)	34	34	50	40	44	44	29,4	37	44	18,9
- prepaid	(€)	6	7	11	8	6	10	66,7	6	8	33,3
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>42</b>	<b>42</b>	<b>54</b>	<b>46</b>	<b>51</b>	<b>51</b>	<b>21,4</b>	<b>43</b>	<b>51</b>	<b>18,6</b>
<b>ARPU</b>	<b>(€)</b>	<b>11</b>	<b>12</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>0,0</b>	<b>11</b>	<b>11</b>	<b>0,0</b>
- contract	(€)	19	19	19	19	19	18	(5,3)	18	18	0,0
- prepaid	(€)	4	4	4	4	4	4	0,0	4	4	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>26</b>	<b>26</b>	<b>27</b>	<b>26</b>	<b>28</b>	<b>30</b>	<b>4p</b>	<b>26</b>	<b>29</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>167</b>	<b>171</b>	<b>171</b>	<b>166</b>	<b>173</b>	<b>182</b>	<b>9,0</b>	<b>161</b>	<b>178</b>	<b>10,6</b>
- contract	(min)	283	287	290	281	293	305	7,8	273	299	9,5

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

# POLAND

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>	<b>1</b>	<b>365</b>	<b>388</b>	<b>389</b>	<b>1.492</b>	<b>382</b>	<b>385</b>	<b>5,5</b>	<b>715</b>	<b>767</b>	<b>7,3</b>
<b>PRODUCT VIEW</b>		<b>365</b>	<b>388</b>	<b>389</b>	<b>1.492</b>	<b>382</b>	<b>385</b>	<b>5,5</b>	<b>715</b>	<b>767</b>	<b>7,3</b>
- Fixed network		3	3	3	12	23	29	n.a.	5	52	n.a.
- Mobile communications		362	385	387	1.481	358	358	(1,1)	709	716	1,0
<b>SEGMENT VIEW</b>		<b>365</b>	<b>388</b>	<b>389</b>	<b>1.492</b>	<b>382</b>	<b>385</b>	<b>5,5</b>	<b>715</b>	<b>767</b>	<b>7,3</b>
- of which Consumer		220	227	220	882	220	217	(1,4)	435	437	0,5
- of which Business		123	130	124	499	136	136	10,6	245	272	11,0
<b>EBITDA</b>	<b>1,2</b>	<b>141</b>	<b>149</b>	<b>155</b>	<b>579</b>	<b>130</b>	<b>145</b>	<b>2,8</b>	<b>275</b>	<b>275</b>	<b>0,0</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>38,6</b>	<b>38,4</b>	<b>39,8</b>	<b>38,8</b>	<b>34,0</b>	<b>37,7</b>	<b>(0,9p)</b>	<b>38,5</b>	<b>35,9</b>	<b>(2,6p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>52</b>	<b>123</b>	<b>42</b>	<b>285</b>	<b>62</b>	<b>45</b>	<b>(13,5)</b>	<b>120</b>	<b>107</b>	<b>(10,8)</b>
<b>CASH CONTRIBUTION</b>		<b>89</b>	<b>26</b>	<b>113</b>	<b>294</b>	<b>68</b>	<b>100</b>	<b>12,4</b>	<b>155</b>	<b>168</b>	<b>8,4</b>

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

2 Special factors affecting EBITDA: EUR -3mn in Q2/14, EUR -1mn in Q3/14, EUR 5mn in Q4/14, EUR 1mn in Q1/15 and EUR 6mn in Q2/15.



# POLAND OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>	<b>1</b>										
Fixed network Access Lines	('000)	0	0	0	0	12	18	n.a.	0	18	n.a.
- IP	('000)	0	0	0	0	2	3	n.a.	0	3	n.a.
Broadband Access Lines Retail	('000)	0	0	0	0	6	9	n.a.	0	9	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	5	4	n.a.	0	4	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	277	279	266	1.094	256	268	(3,2)	549	524	(4,6)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>15.675</b>	<b>15.728</b>	<b>15.702</b>	<b>15.702</b>	<b>15.794</b>	<b>15.827</b>	<b>1,0</b>	<b>15.675</b>	<b>15.827</b>	<b>1,0</b>
- contract	('000)	6.930	6.891	6.823	6.823	6.784	6.708	(3,2)	6.930	6.708	(3,2)
- prepaid	('000)	8.745	8.837	8.878	8.878	9.010	9.118	4,3	8.745	9.118	4,3
<b>NET ADDS</b>	<b>('000)</b>	<b>(73)</b>	<b>53</b>	<b>(27)</b>	<b>138</b>	<b>93</b>	<b>32</b>	<b>n.a.</b>	<b>112</b>	<b>125</b>	<b>11,6</b>
- contract	('000)	(60)	(38)	(68)	(226)	(39)	(76)	(26,7)	(120)	(115)	4,2
- prepaid	('000)	(13)	92	41	364	132	108	n.a.	231	240	3,9
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,1</b>	<b>2,2</b>	<b>2,3</b>	<b>2,0</b>	<b>2,0</b>	<b>2,1</b>	<b>0,0</b>	<b>1,7</b>	<b>2,1</b>	<b>0,4</b>
- contract	(%)	1,0	1,0	1,2	1,0	1,1	1,1	0,1	1,0	1,1	0,1
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>7</b>	<b>9</b>	<b>5</b>	<b>9</b>	<b>5</b>	<b>11</b>	<b>57,1</b>	<b>12</b>	<b>8</b>	<b>(33,3)</b>
- contract	(€)	33	47	22	44	21	65	97,0	54	41	(24,1)
- prepaid	(€)	2	1	2	2	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>26</b>	<b>20</b>	<b>2</b>	<b>18</b>	<b>0</b>	<b>6</b>	<b>(76,9)</b>	<b>22</b>	<b>3</b>	<b>(86,4)</b>
<b>ARPU</b>	<b>(€)</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>0,0</b>	<b>6</b>	<b>6</b>	<b>0,0</b>
- contract	(€)	11	11	11	11	11	11	0,0	11	11	0,0
- prepaid	(€)	2	2	2	2	2	2	0,0	2	2	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>36</b>	<b>38</b>	<b>38</b>	<b>37</b>	<b>39</b>	<b>39</b>	<b>3p</b>	<b>36</b>	<b>39</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>138</b>	<b>142</b>	<b>148</b>	<b>140</b>	<b>150</b>	<b>154</b>	<b>11,6</b>	<b>134</b>	<b>152</b>	<b>13,4</b>
- contract	(min)	264	275	289	269	299	311	17,8	257	305	18,7

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

## CZECH REPUBLIC

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>	<b>1</b>	<b>217</b>	<b>211</b>	<b>220</b>	<b>862</b>	<b>226</b>	<b>231</b>	<b>6,5</b>	<b>431</b>	<b>457</b>	<b>6,0</b>
<b>PRODUCT VIEW</b>		<b>217</b>	<b>211</b>	<b>220</b>	<b>862</b>	<b>226</b>	<b>231</b>	<b>6,5</b>	<b>431</b>	<b>457</b>	<b>6,0</b>
- Fixed network		24	24	33	104	46	51	n.a.	48	97	n.a.
- Mobile communications		193	187	188	758	179	181	(6,2)	383	360	(6,0)
<b>SEGMENT VIEW</b>		<b>217</b>	<b>211</b>	<b>220</b>	<b>862</b>	<b>226</b>	<b>231</b>	<b>6,5</b>	<b>431</b>	<b>457</b>	<b>6,0</b>
- of which Consumer		125	123	120	493	112	117	(6,4)	250	229	(8,4)
- of which Business		78	77	88	321	99	103	32,1	156	202	29,5
<b>EBITDA</b>	<b>1,2</b>	<b>91</b>	<b>93</b>	<b>86</b>	<b>362</b>	<b>89</b>	<b>96</b>	<b>5,5</b>	<b>183</b>	<b>185</b>	<b>1,1</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>41,9</b>	<b>44,1</b>	<b>39,1</b>	<b>42,0</b>	<b>39,4</b>	<b>41,6</b>	<b>(0,3p)</b>	<b>42,5</b>	<b>40,5</b>	<b>(2,0p)</b>
<b>CASH CAPEX (AS REPORTED)</b>	<b>3</b>	<b>14</b>	<b>18</b>	<b>21</b>	<b>186</b>	<b>66</b>	<b>(27)</b>	<b>n.a.</b>	<b>147</b>	<b>39</b>	<b>(73,5)</b>
<b>CASH CONTRIBUTION</b>	<b>3</b>	<b>77</b>	<b>75</b>	<b>65</b>	<b>176</b>	<b>23</b>	<b>123</b>	<b>59,7</b>	<b>36</b>	<b>146</b>	<b>n.a.</b>

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

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

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

# CZECH REPUBLIC OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>	<b>1</b>										
Fixed network Access Lines	('000)	130	132	131	131	155	152	16,9	130	152	16,9
- IP	('000)	127	129	128	128	136	134	5,5	127	134	5,5
Broadband Access Lines Retail	('000)	132	132	131	131	143	141	6,8	132	141	6,8
TV (IPTV, SAT, Cable)	('000) 2	28	29	2	2	2	2	(92,9)	28	2	(92,9)
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	8	8	n.a.	0	8	n.a.
Wholesale Unbundled Access Lines	('000)	0	0	0	0	2	2	n.a.	0	2	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	172	173	169	686	160	166	(3,5)	344	326	(5,2)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>5.946</b>	<b>5.993</b>	<b>6.000</b>	<b>6.000</b>	<b>5.993</b>	<b>5.996</b>	<b>0,8</b>	<b>5.946</b>	<b>5.996</b>	<b>0,8</b>
- contract	('000)	3.437	3.475	3.500	3.500	3.519	3.532	2,8	3.437	3.532	2,8
- prepaid	('000)	2.509	2.518	2.500	2.500	2.474	2.464	(1,8)	2.509	2.464	(1,8)
<b>NET ADDS</b>	<b>('000)</b>	<b>34</b>	<b>47</b>	<b>7</b>	<b>169</b>	<b>(7)</b>	<b>3</b>	<b>(91,2)</b>	<b>115</b>	<b>(4)</b>	<b>n.a.</b>
- contract	('000)	44	38	25	211	19	13	(70,5)	148	32	(78,4)
- prepaid	('000)	(10)	9	(18)	(2)	(26)	(10)	0,0	7	(36)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,3</b>	<b>1,4</b>	<b>1,3</b>	<b>1,5</b>	<b>1,6</b>	<b>0,3p</b>	<b>1,3</b>	<b>1,5</b>	<b>0,2p</b>
- contract	(%)	0,4	0,5	0,6	0,5	0,6	0,6	0,2p	0,4	0,6	0,2p
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>20</b>	<b>20</b>	<b>24</b>	<b>21</b>	<b>21</b>	<b>22</b>	<b>10,0</b>	<b>20</b>	<b>21</b>	<b>5,0</b>
- contract	(€)	46	46	53	47	47	50	8,7	44	49	11,4
- prepaid	(€)	2	3	3	3	2	2	0,0	2	2	0,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>9</b>	<b>8</b>	<b>7</b>	<b>9</b>	<b>9</b>	<b>10</b>	<b>11,1</b>	<b>10</b>	<b>9</b>	<b>(10,0)</b>
<b>ARPU</b>	<b>(€)</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>(10,0)</b>	<b>10</b>	<b>9</b>	<b>(10,0)</b>
- contract	(€)	14	14	13	14	13	13	(7,1)	14	13	(7,1)
- prepaid	(€)	4	4	3	4	3	3	(25,0)	4	3	(25,0)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>37</b>	<b>39</b>	<b>39</b>	<b>38</b>	<b>41</b>	<b>45</b>	<b>8p</b>	<b>37</b>	<b>43</b>	<b>6p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>153</b>	<b>151</b>	<b>154</b>	<b>151</b>	<b>154</b>	<b>158</b>	<b>3,3</b>	<b>150</b>	<b>156</b>	<b>4,0</b>
- contract	(min)	233	232	237	232	235	240	3,0	230	238	3,5

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

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

# NETHERLANDS

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>379</b>	<b>376</b>	<b>403</b>	<b>1.551</b>	<b>346</b>	<b>362</b>	<b>(4,5)</b>	<b>772</b>	<b>708</b>	<b>(8,3)</b>
- of which Consumer		288	280	300	1.170	251	266	(7,6)	590	517	(12,4)
- of which Business		67	66	67	272	63	62	(7,5)	139	125	(10,1)
<b>EBITDA</b>	<b>1</b>	<b>150</b>	<b>161</b>	<b>171</b>	<b>630</b>	<b>133</b>	<b>124</b>	<b>(17,3)</b>	<b>298</b>	<b>257</b>	<b>(13,8)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>39,6</b>	<b>42,8</b>	<b>42,4</b>	<b>40,6</b>	<b>38,4</b>	<b>34,3</b>	<b>(5,3p)</b>	<b>38,6</b>	<b>36,3</b>	<b>(2,3p)</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>46</b>	<b>44</b>	<b>37</b>	<b>181</b>	<b>46</b>	<b>42</b>	<b>(8,7)</b>	<b>100</b>	<b>88</b>	<b>(12,0)</b>
<b>CASH CONTRIBUTION</b>		<b>104</b>	<b>117</b>	<b>134</b>	<b>449</b>	<b>87</b>	<b>82</b>	<b>(21,2)</b>	<b>198</b>	<b>169</b>	<b>(14,6)</b>

## OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue (€ million)		301	295	307	1.206	257	255	(15,3)	604	512	(15,2)
<b>CUSTOMERS ('000)</b>		<b>4.277</b>	<b>3.964</b>	<b>3.900</b>	<b>3.900</b>	<b>3.830</b>	<b>3.689</b>	<b>(13,7)</b>	<b>4.277</b>	<b>3.689</b>	<b>(13,7)</b>
- contract ('000)	2	3.102	2.867	2.848	2.848	2.836	2.751	(11,3)	3.102	2.751	(11,3)
- prepaid ('000)		1.176	1.096	1.052	1.052	994	938	(20,2)	1.176	938	(20,2)
<b>NET ADDS ('000)</b>		<b>(65)</b>	<b>(88)</b>	<b>(64)</b>	<b>(315)</b>	<b>(70)</b>	<b>(44)</b>	<b>32,3</b>	<b>(164)</b>	<b>(113)</b>	<b>31,1</b>
- contract ('000)	3	(4)	(8)	(20)	(55)	(12)	(85)	n.a.	(27)	(97)	n.a.
- prepaid ('000)		(62)	(80)	(44)	(260)	(58)	41	n.a.	(137)	(17)	87,6
<b>AVERAGE MONTHLY CHURN (%)</b>		<b>2,0</b>	<b>2,1</b>	<b>1,8</b>	<b>2,1</b>	<b>1,8</b>	<b>1,7</b>	<b>(0,3p)</b>	<b>2,2</b>	<b>1,8</b>	<b>(0,4p)</b>
- contract (%)		1,2	1,2	1,3	1,3	1,1	1,3	0,1p	1,3	1,2	(0,1p)
<b>SAC PER GROSS ADD (€)</b>		<b>148</b>	<b>98</b>	<b>123</b>	<b>124</b>	<b>143</b>	<b>124</b>	<b>(16,2)</b>	<b>136</b>	<b>133</b>	<b>(2,2)</b>
- contract (€)		231	154	186	197	206	162	(29,9)	220	182	(17,3)
- prepaid (€)		19	15	17	19	19	17	(10,5)	22	18	(18,2)
<b>SRC PER RETAINED CUSTOMER (€)</b>		<b>95</b>	<b>83</b>	<b>93</b>	<b>93</b>	<b>113</b>	<b>126</b>	<b>32,6</b>	<b>97</b>	<b>120</b>	<b>23,7</b>
<b>ARPU (€)</b>		<b>23</b>	<b>24</b>	<b>26</b>	<b>24</b>	<b>22</b>	<b>23</b>	<b>0,0</b>	<b>23</b>	<b>23</b>	<b>0,0</b>
- contract (€)		31	32	34	32	29	29	(6,5)	31	29	(6,5)
- prepaid (€)		4	4	4	4	4	5	25,0	4	4	0,0
<b>NON-VOICE % OF ARPU (%)</b>		<b>48</b>	<b>50</b>	<b>46</b>	<b>48</b>	<b>54</b>	<b>58</b>	<b>10p</b>	<b>47</b>	<b>56</b>	<b>9p</b>
<b>MOU PER CUSTOMER (min)</b>		<b>140</b>	<b>142</b>	<b>154</b>	<b>142</b>	<b>158</b>	<b>168</b>	<b>20,0</b>	<b>137</b>	<b>163</b>	<b>19,0</b>
- contract (min)		184	185	201	187	204	212	15,2	181	208	14,9

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

2 Our subsidiary in the Netherlands sold its Simpel brand and the customer relationships maintained under the brand effective Aug. 1, 2014. This decreased our customer base by 226 thousand customers.

Customer figures for prior periods have not been adjusted.

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

# CROATIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>221</b>	<b>243</b>	<b>231</b>	<b>905</b>	<b>211</b>	<b>222</b>	<b>0,5</b>	<b>431</b>	<b>433</b>	<b>0,5</b>
<b>PRODUCT VIEW</b>		<b>221</b>	<b>243</b>	<b>231</b>	<b>905</b>	<b>211</b>	<b>222</b>	<b>0,5</b>	<b>431</b>	<b>433</b>	<b>0,5</b>
- Fixed network		130	141	139	537	129	139	6,9	257	268	4,3
- Mobile communications		91	102	91	367	81	85	(6,6)	174	166	(4,6)
<b>SEGMENT VIEW</b>		<b>221</b>	<b>243</b>	<b>231</b>	<b>905</b>	<b>211</b>	<b>222</b>	<b>0,5</b>	<b>431</b>	<b>433</b>	<b>0,5</b>
- of which Consumer		129	132	129	514	119	120	(7,0)	253	239	(5,5)
- of which Business		70	72	73	282	64	70	0,0	137	134	(2,2)
<b>EBITDA</b>	1	<b>86</b>	<b>101</b>	<b>96</b>	<b>365</b>	<b>81</b>	<b>90</b>	<b>4,7</b>	<b>168</b>	<b>171</b>	<b>1,8</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>38,9</b>	<b>41,6</b>	<b>41,6</b>	<b>40,3</b>	<b>38,4</b>	<b>40,5</b>	<b>1,6p</b>	<b>39,0</b>	<b>39,5</b>	<b>0,5p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>40</b>	<b>31</b>	<b>23</b>	<b>123</b>	<b>30</b>	<b>39</b>	<b>(2,5)</b>	<b>69</b>	<b>69</b>	<b>0,0</b>
<b>CASH CONTRIBUTION</b>		<b>46</b>	<b>70</b>	<b>73</b>	<b>242</b>	<b>51</b>	<b>51</b>	<b>10,9</b>	<b>99</b>	<b>102</b>	<b>3,0</b>

1 Special factors affecting EBITDA: EUR 5mn in Q2/14, EUR 3mn in Q3/14, EUR 5mn in Q4/14, EUR 10mn in Q1/15 and EUR 1mn in Q2/15.

# CROATIA OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	1.114	1.094	1.076	1.076	1.052	1.038	(6,8)	1.114	1.038	(6,8)
- IP	('000)	700	775	843	843	897	952	36,0	700	952	36,0
Broadband Access Lines Retail	('000)	621	617	653	653	644	642	3,4	621	642	3,4
TV (IPTV, SAT, Cable)	('000)	394	393	393	393	390	387	(1,8)	394	387	(1,8)
Wholesale Bundled Access Lines	('000)	45	46	46	46	46	45	0,0	45	45	0,0
ULLs/Wholesale PSTN	('000)	244	229	208	208	191	173	(29,1)	244	173	(29,1)
Wholesale Unbundled Access Lines	('000)	14	19	26	26	36	46	n.a.	14	46	n.a.
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	76	88	73	307	65	70	(7,9)	146	135	(7,5)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.308</b>	<b>2.332</b>	<b>2.252</b>	<b>2.252</b>	<b>2.214</b>	<b>2.241</b>	<b>(2,9)</b>	<b>2.308</b>	<b>2.241</b>	<b>(2,9)</b>
- contract	('000)	1.090	1.089	1.099	1.099	1.098	1.105	1,4	1.090	1.105	1,4
- prepaid	('000)	1.218	1.244	1.153	1.153	1.116	1.136	(6,7)	1.218	1.136	(6,7)
<b>NET ADDS</b>	<b>('000)</b>	<b>36</b>	<b>24</b>	<b>(80)</b>	<b>(50)</b>	<b>(38)</b>	<b>27</b>	<b>(25,0)</b>	<b>5</b>	<b>(11)</b>	<b>n.a.</b>
- contract	('000)	0	(1)	10	29	(1)	7	n.a.	19	6	(68,4)
- prepaid	('000)	36	25	(90)	(79)	(37)	19	(47,2)	(14)	(18)	(28,6)
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>2,3</b>	<b>2,8</b>	<b>3,5</b>	<b>2,9</b>	<b>2,6</b>	<b>2,0</b>	<b>(0,3p)</b>	<b>2,6</b>	<b>2,3</b>	<b>(0,3p)</b>
- contract	(%)	1,1	1,4	1,2	1,2	1,1	0,8	(0,3p)	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>19</b>	<b>15</b>	<b>13</b>	<b>16</b>	<b>14</b>	<b>12</b>	<b>(36,8)</b>	<b>19</b>	<b>13</b>	<b>(31,6)</b>
- contract	(€)	62	59	44	56	49	50	(19,4)	59	50	(15,3)
- prepaid	(€)	2	2	2	2	3	2	0,0	2	3	50,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>47</b>	<b>54</b>	<b>60</b>	<b>56</b>	<b>57</b>	<b>74</b>	<b>57,4</b>	<b>55</b>	<b>64</b>	<b>16,4</b>
<b>ARPU</b>	<b>(€)</b>	<b>11</b>	<b>13</b>	<b>11</b>	<b>11</b>	<b>10</b>	<b>11</b>	<b>0,0</b>	<b>11</b>	<b>10</b>	<b>(9,1)</b>
- contract	(€)	16	19	16	17	14	15	(6,3)	16	15	(6,3)
- prepaid	(€)	6	7	6	6	5	6	0,0	6	5	(16,7)
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>41</b>	<b>41</b>	<b>40</b>	<b>41</b>	<b>45</b>	<b>46</b>	<b>5p</b>	<b>42</b>	<b>46</b>	<b>4p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>193</b>	<b>191</b>	<b>188</b>	<b>188</b>	<b>187</b>	<b>200</b>	<b>3,6</b>	<b>186</b>	<b>194</b>	<b>4,3</b>
- contract	(min)	261	261	258	255	248	268	2,7	251	258	2,8

# SLOVAKIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>192</b>	<b>195</b>	<b>184</b>	<b>768</b>	<b>187</b>	<b>185</b>	<b>(3,6)</b>	<b>389</b>	<b>372</b>	<b>(4,4)</b>
<b>PRODUCT VIEW</b>		<b>192</b>	<b>195</b>	<b>184</b>	<b>768</b>	<b>187</b>	<b>185</b>	<b>(3,6)</b>	<b>389</b>	<b>372</b>	<b>(4,4)</b>
- Fixed network		100	101	90	394	96	97	(3,0)	203	193	(4,9)
- Mobile communications		92	94	93	373	91	88	(4,3)	186	179	(3,8)
<b>SEGMENT VIEW</b>		<b>192</b>	<b>195</b>	<b>184</b>	<b>768</b>	<b>187</b>	<b>185</b>	<b>(3,6)</b>	<b>389</b>	<b>372</b>	<b>(4,4)</b>
- of which Consumer		118	118	119	472	116	115	(2,5)	235	231	(1,7)
- of which Business		52	51	45	204	47	48	(7,7)	108	95	(12,0)
<b>EBITDA</b>	1	<b>76</b>	<b>80</b>	<b>76</b>	<b>310</b>	<b>73</b>	<b>76</b>	<b>0,0</b>	<b>154</b>	<b>149</b>	<b>(3,2)</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	%	<b>39,6</b>	<b>41,0</b>	<b>41,3</b>	<b>40,4</b>	<b>39,0</b>	<b>41,1</b>	<b>1,5p</b>	<b>39,6</b>	<b>40,1</b>	<b>0,5p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>55</b>	<b>25</b>	<b>24</b>	<b>178</b>	<b>28</b>	<b>22</b>	<b>(60,0)</b>	<b>129</b>	<b>50</b>	<b>(61,2)</b>
<b>CASH CONTRIBUTION</b>		<b>21</b>	<b>55</b>	<b>52</b>	<b>132</b>	<b>45</b>	<b>54</b>	<b>n.a.</b>	<b>25</b>	<b>99</b>	<b>n.a.</b>

1 Special factors affecting EBITDA: EUR 14mn in Q3/14, EUR 3mn in Q4/14, EUR 29mn in Q1/15 and EUR 1mn in Q2/15.

# SLOVAKIA OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>FIXED NETWORK (END OF PERIOD)</b>											
Fixed network Access Lines	('000)	908	898	894	894	875	864	(4,8)	908	864	(4,8)
- IP	('000)	769	841	894	894	875	864	12,4	769	864	12,4
Broadband Access Lines Retail	('000)	440	441	448	448	454	459	4,3	440	459	4,3
TV (IPTV, SAT, Cable)	('000)	455	461	468	468	474	481	5,7	455	481	5,7
Wholesale Bundled Access Lines	('000)	18	18	18	18	18	18	0,0	18	18	0,0
ULLs/Wholesale PSTN	('000)	0	0	0	0	0	0	n.a.	0	0	n.a.
Wholesale Unbundled Access Lines	('000)	82	86	93	93	98	102	24,4	82	102	24,4
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	83	84	82	331	80	79	(4,8)	165	159	(3,6)
<b>CUSTOMERS</b>	<b>('000)</b>	<b>2.237</b>	<b>2.228</b>	<b>2.220</b>	<b>2.220</b>	<b>2.202</b>	<b>2.196</b>	<b>(1,8)</b>	<b>2.237</b>	<b>2.196</b>	<b>(1,8)</b>
- contract	('000)	1.436	1.433	1.431	1.431	1.424	1.427	(0,6)	1.436	1.427	(0,6)
- prepaid	('000)	801	796	789	789	777	769	(4,0)	801	769	(4,0)
<b>NET ADDS</b>	<b>('000)</b>	<b>(20)</b>	<b>(9)</b>	<b>(8)</b>	<b>(42)</b>	<b>(18)</b>	<b>(6)</b>	<b>70,0</b>	<b>(25)</b>	<b>(24)</b>	<b>4,0</b>
- contract	('000)	(14)	(4)	(1)	(23)	(7)	3	n.a.	(18)	(4)	77,8
- prepaid	('000)	(6)	(5)	(7)	(19)	(11)	(9)	(50,0)	(6)	(20)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,3</b>	<b>1,2</b>	<b>1,4</b>	<b>1,3</b>	<b>1,3</b>	<b>1,1</b>	<b>(0,2p)</b>	<b>1,3</b>	<b>1,2</b>	<b>(0,1p)</b>
- contract	(%)	1,2	1,0	1,2	1,1	1,1	0,9	(0,3p)	1,1	1,0	(0,1p)
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>58</b>	<b>51</b>	<b>54</b>	<b>55</b>	<b>62</b>	<b>65</b>	<b>12,1</b>	<b>57</b>	<b>64</b>	<b>12,3</b>
- contract	(€)	98	90	89	92	108	106	8,2	95	107	12,6
- prepaid	(€)	5	3	3	4	4	3	(40,0)	5	4	(20,0)
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>95</b>	<b>87</b>	<b>122</b>	<b>100</b>	<b>110</b>	<b>120</b>	<b>26,3</b>	<b>91</b>	<b>114</b>	<b>25,3</b>
<b>ARPU</b>	<b>(€)</b>	<b>12</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>12</b>	<b>0,0</b>	<b>12</b>	<b>12</b>	<b>0,0</b>
- contract	(€)	17	18	17	17	17	17	0,0	17	17	0,0
- prepaid	(€)	3	3	3	3	3	3	0,0	3	3	0,0
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>35</b>	<b>35</b>	<b>37</b>	<b>36</b>	<b>39</b>	<b>37</b>	<b>2p</b>	<b>35</b>	<b>38</b>	<b>3p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>156</b>	<b>156</b>	<b>162</b>	<b>155</b>	<b>164</b>	<b>171</b>	<b>9,6</b>	<b>152</b>	<b>167</b>	<b>9,9</b>
- contract	(min)	219	219	228	218	231	240	9,6	213	235	10,3



# AUSTRIA

## FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>201</b>	<b>210</b>	<b>212</b>	<b>815</b>	<b>197</b>	<b>205</b>	<b>2,0</b>	<b>393</b>	<b>402</b>	<b>2,3</b>
- of which Consumer		155	161	164	626	150	155	0,0	301	305	1,3
- of which Business		37	39	39	151	38	42	13,5	73	80	9,6
<b>EBITDA</b>	<b>1</b>	<b>60</b>	<b>67</b>	<b>40</b>	<b>211</b>	<b>65</b>	<b>66</b>	<b>10,0</b>	<b>104</b>	<b>131</b>	<b>26,0</b>
<b>EBITDA MARGIN (EBITDA / TOTAL REVENUE)</b>	<b>%</b>	<b>29,9</b>	<b>31,9</b>	<b>18,9</b>	<b>25,9</b>	<b>33,0</b>	<b>32,2</b>	<b>2,3p</b>	<b>26,5</b>	<b>32,6</b>	<b>6,1p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>18</b>	<b>17</b>	<b>33</b>	<b>94</b>	<b>30</b>	<b>27</b>	<b>50,0</b>	<b>44</b>	<b>57</b>	<b>29,5</b>
<b>CASH CONTRIBUTION</b>		<b>42</b>	<b>50</b>	<b>7</b>	<b>117</b>	<b>35</b>	<b>39</b>	<b>(7,1)</b>	<b>60</b>	<b>74</b>	<b>23,3</b>

## OPERATIONALS

	Note	Q2 2014	Q3 2014	Q4 2014	FY 2014	Q1 2015	Q2 2015	Change %	H1 2014	H1 2015	Change %
<b>MOBILE COMMUNICATIONS (END OF PERIOD)</b>											
Service revenue	(€ million)	172	179	174	693	172	175	1,7	340	347	2,1
<b>CUSTOMERS</b>	<b>('000)</b>	<b>4.118</b>	<b>4.022</b>	<b>4.020</b>	<b>4.020</b>	<b>3.956</b>	<b>3.934</b>	<b>(4,5)</b>	<b>4.118</b>	<b>3.934</b>	<b>(4,5)</b>
- contract	('000)	2.659	2.601	2.623	2.623	2.571	2.564	(3,6)	2.659	2.564	(3,6)
- prepaid	('000)	1.459	1.421	1.396	1.396	1.385	1.370	(6,1)	1.459	1.370	(6,1)
<b>NET ADDS</b>	<b>('000)</b>	<b>13</b>	<b>(96)</b>	<b>(3)</b>	<b>(71)</b>	<b>(64)</b>	<b>(22)</b>	<b>n.a.</b>	<b>27</b>	<b>(85)</b>	<b>n.a.</b>
- contract	('000)	23	(58)	22	(7)	(52)	(7)	n.a.	29	(59)	n.a.
- prepaid	('000)	(9)	(38)	(25)	(64)	(12)	(14)	(55,6)	(2)	(26)	n.a.
<b>AVERAGE MONTHLY CHURN</b>	<b>(%)</b>	<b>1,7</b>	<b>2,3</b>	<b>1,6</b>	<b>1,9</b>	<b>1,8</b>	<b>1,6</b>	<b>(0,1p)</b>	<b>1,8</b>	<b>1,7</b>	<b>(0,1p)</b>
- contract	(%)	0,6	1,4	0,6	0,8	1,3	0,6	0,0p	0,7	1,0	0,3p
<b>SAC PER GROSS ADD</b>	<b>(€)</b>	<b>51</b>	<b>53</b>	<b>74</b>	<b>58</b>	<b>54</b>	<b>53</b>	<b>3,9</b>	<b>53</b>	<b>54</b>	<b>1,9</b>
- contract	(€)	133	158	172	156	133	152	14,3	147	142	(3,4)
- prepaid	(€)	4	6	7	5	6	4	0,0	4	5	25,0
<b>SRC PER RETAINED CUSTOMER</b>	<b>(€)</b>	<b>84</b>	<b>96</b>	<b>84</b>	<b>87</b>	<b>89</b>	<b>101</b>	<b>20,2</b>	<b>85</b>	<b>95</b>	<b>11,8</b>
<b>ARPU</b>	<b>(€)</b>	<b>14</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>15</b>	<b>7,1</b>	<b>14</b>	<b>15</b>	<b>7,1</b>
- contract	(€)	20	21	20	20	20	21	5,0	20	20	0,0
- prepaid	(€)	4	4	4	4	4	4	0,0	3	4	33,3
<b>NON-VOICE % OF ARPU</b>	<b>(%)</b>	<b>42</b>	<b>43</b>	<b>42</b>	<b>42</b>	<b>44</b>	<b>42</b>	<b>0p</b>	<b>42</b>	<b>43</b>	<b>1p</b>
<b>MOU PER CUSTOMER</b>	<b>(min)</b>	<b>201</b>	<b>199</b>	<b>211</b>	<b>203</b>	<b>206</b>	<b>203</b>	<b>1,0</b>	<b>201</b>	<b>205</b>	<b>2,0</b>
- contract	(min)	276	272	288	278	261	257	(6,9)	276	259	(6,2)

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



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## SYSTEMS SOLUTIONS

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.187</b>	<b>2.068</b>	<b>2.294</b>	<b>8.601</b>	<b>2.001</b>	<b>2.166</b>	<b>(1,0)</b>	<b>4.239</b>	<b>4.167</b>	<b>(1,7)</b>
Market Unit		1.674	1.678	1.843	6.874	1.695	1.734	3,6	3.353	3.429	2,3
Telekom IT		513	390	451	1.727	306	432	(15,8)	886	738	(16,7)
International Revenue		578	585	695	2.445	609	632	9,3	1.165	1.241	6,5
<b>NET REVENUE</b>		<b>1.459</b>	<b>1.465</b>	<b>1.598</b>	<b>5.988</b>	<b>1.489</b>	<b>1.524</b>	<b>4,5</b>	<b>2.925</b>	<b>3.013</b>	<b>3,0</b>
<b>EBITDA</b>		<b>288</b>	<b>197</b>	<b>212</b>	<b>835</b>	<b>154</b>	<b>214</b>	<b>(25,7)</b>	<b>426</b>	<b>368</b>	<b>(13,6)</b>
Market Unit		105	165	232	602	144	133	26,7	205	277	35,1
Telekom IT		183	32	(20)	233	10	81	(55,7)	221	91	(58,8)
EBITDA margin (EBITDA / total revenue)	%	13,2	9,5	9,2	9,7	7,7	9,9	(3,3p)	10,0	8,8	(1,2p)
Depreciation, amortization and impairment losses		(280)	(141)	(147)	(708)	(135)	(176)	37,1	(420)	(311)	26,0
Profit (loss) from operations = EBIT		8	56	65	127	19	37	n.a.	6	56	n.a.
<b>EBIT MARGIN</b>	%	<b>0,4</b>	<b>2,7</b>	<b>2,8</b>	<b>1,5</b>	<b>0,9</b>	<b>1,7</b>	<b>1,3p</b>	<b>0,1</b>	<b>1,3</b>	<b>1,2p</b>
<b>CASH CAPEX (AS REPORTED)</b>		<b>254</b>	<b>319</b>	<b>345</b>	<b>1.171</b>	<b>252</b>	<b>279</b>	<b>9,8</b>	<b>507</b>	<b>531</b>	<b>4,7</b>
<b>CASH CONTRIBUTION</b>		<b>34</b>	<b>(122)</b>	<b>(133)</b>	<b>(336)</b>	<b>(98)</b>	<b>(65)</b>	<b>n.a.</b>	<b>(81)</b>	<b>(163)</b>	<b>n.a.</b>
<b>ORDER ENTRY</b>		<b>1.311</b>	<b>2.351</b>	<b>2.380</b>	<b>7.456</b>	<b>1.286</b>	<b>1.372</b>	<b>4,7</b>	<b>2.725</b>	<b>2.658</b>	<b>(2,5)</b>

### FINANCIALS (AS REPORTED)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.187</b>	<b>2.068</b>	<b>2.294</b>	<b>8.601</b>	<b>2.001</b>	<b>2.166</b>	<b>(1,0)</b>	<b>4.239</b>	<b>4.167</b>	<b>(1,7)</b>
<b>NET REVENUE</b>		<b>1.459</b>	<b>1.465</b>	<b>1.598</b>	<b>5.988</b>	<b>1.489</b>	<b>1.524</b>	<b>4,5</b>	<b>2.925</b>	<b>3.013</b>	<b>3,0</b>
<b>EBITDA</b>		<b>155</b>	<b>44</b>	<b>15</b>	<b>295</b>	<b>80</b>	<b>(5)</b>	<b>n.a.</b>	<b>236</b>	<b>75</b>	<b>(68,2)</b>
EBITDA margin (EBITDA / total revenue)	%	7,1	2,1	0,7	3,4	4,0	(0,2)	(7,3p)	5,6	1,8	(3,8p)
Depreciation, amortization and impairment losses		(286)	(141)	(150)	(717)	(145)	(225)	21,3	(426)	(370)	13,1
Profit (loss) from operations = EBIT		(131)	(97)	(135)	(422)	(65)	(230)	(75,6)	(190)	(295)	(55,3)
<b>CASH CAPEX</b>		<b>254</b>	<b>319</b>	<b>345</b>	<b>1.171</b>	<b>252</b>	<b>279</b>	<b>9,8</b>	<b>507</b>	<b>531</b>	<b>4,7</b>
<b>CASH CONTRIBUTION</b>		<b>(99)</b>	<b>(275)</b>	<b>(330)</b>	<b>(876)</b>	<b>(172)</b>	<b>(284)</b>	<b>n.a.</b>	<b>(271)</b>	<b>(456)</b>	<b>(68,3)</b>

## SYSTEMS SOLUTIONS

### EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>2.187</b>	<b>2.068</b>	<b>2.294</b>	<b>8.601</b>	<b>2.001</b>	<b>2.166</b>	<b>(1,0)</b>	<b>4.239</b>	<b>4.167</b>	<b>(1,7)</b>
Profit (loss) from operations = EBIT		(131)	(97)	(135)	(422)	(65)	(230)	(75,6)	(190)	(295)	(55,3)
- Depreciation, amortization and impairment losses		(286)	(141)	(150)	(717)	(145)	(225)	21,3	(426)	(370)	13,1
<b>= EBITDA</b>		<b>155</b>	<b>44</b>	<b>15</b>	<b>295</b>	<b>80</b>	<b>(5)</b>	<b>n.a.</b>	<b>236</b>	<b>75</b>	<b>(68,2)</b>
EBITDA margin	%	7,1	2,1	0,7	3,4	4,0	(0,2)	(7,3p)	5,6	1,8	(3,8p)
- Special factors affecting EBITDA		(133)	(153)	(197)	(540)	(74)	(219)	(64,7)	(190)	(293)	(54,2)
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>288</b>	<b>197</b>	<b>212</b>	<b>835</b>	<b>154</b>	<b>214</b>	<b>(25,7)</b>	<b>426</b>	<b>368</b>	<b>(13,6)</b>
EBITDA margin (adjusted for special factors)	%	13,2	9,5	9,2	9,7	7,7	9,9	(3,3p)	10,0	8,8	(1,2p)

## SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(133)</b>	<b>(153)</b>	<b>(197)</b>	<b>(540)</b>	<b>(74)</b>	<b>(219)</b>	<b>(64,7)</b>	<b>(190)</b>	<b>(293)</b>	<b>(54,2)</b>
- of which personnel		(44)	(87)	(127)	(286)	(34)	(117)	n.a.	(72)	(151)	n.a.
- of which other		(89)	(66)	(70)	(254)	(40)	(102)	(14,6)	(118)	(142)	(20,3)
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(139)</b>	<b>(153)</b>	<b>(200)</b>	<b>(549)</b>	<b>(84)</b>	<b>(267)</b>	<b>(92,1)</b>	<b>(196)</b>	<b>(351)</b>	<b>(79,1)</b>
- of which personnel		(44)	(87)	(127)	(286)	(34)	(117)	n.a.	(72)	(151)	n.a.
- of which other		(95)	(66)	(73)	(263)	(50)	(150)	(57,9)	(124)	(200)	(61,3)



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## GROUP HEADQUARTERS & GROUP SERVICES

### FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>596</b>	<b>688</b>	<b>2.516</b>	<b>565</b>	<b>584</b>	<b>(4,3)</b>	<b>1.232</b>	<b>1.149</b>	<b>(6,7)</b>
<b>NET REVENUE</b>		<b>174</b>	<b>162</b>	<b>239</b>	<b>766</b>	<b>155</b>	<b>164</b>	<b>(5,7)</b>	<b>365</b>	<b>319</b>	<b>(12,6)</b>
<b>EBITDA</b>		<b>(160)</b>	<b>(145)</b>	<b>(244)</b>	<b>(667)</b>	<b>(22)</b>	<b>(76)</b>	<b>52,5</b>	<b>(278)</b>	<b>(98)</b>	<b>64,7</b>
EBITDA margin (EBITDA / total revenue)	%	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	(13,0)	13,2p	(22,6)	(8,5)	14,1p
Depreciation, amortization and impairment losses		(152)	(163)	(178)	(642)	(144)	(138)	9,2	(301)	(282)	6,3
Profit (loss) from operations = EBIT		(312)	(308)	(422)	(1.309)	(166)	(214)	31,4	(579)	(380)	34,4
<b>CASH CAPEX (AS REPORTED)</b>		<b>81</b>	<b>94</b>	<b>141</b>	<b>381</b>	<b>96</b>	<b>65</b>	<b>(19,8)</b>	<b>146</b>	<b>161</b>	<b>10,3</b>
<b>CASH CONTRIBUTION</b>		<b>(241)</b>	<b>(239)</b>	<b>(385)</b>	<b>(1.048)</b>	<b>(118)</b>	<b>(141)</b>	<b>41,5</b>	<b>(424)</b>	<b>(259)</b>	<b>38,9</b>

## FINANCIALS (AS REPORTED)

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>596</b>	<b>688</b>	<b>2.516</b>	<b>565</b>	<b>584</b>	<b>(4,3)</b>	<b>1.232</b>	<b>1.149</b>	<b>(6,7)</b>
<b>NET REVENUE</b>		<b>174</b>	<b>162</b>	<b>239</b>	<b>766</b>	<b>155</b>	<b>164</b>	<b>(5,7)</b>	<b>365</b>	<b>319</b>	<b>(12,6)</b>
<b>EBITDA</b>		<b>(304)</b>	<b>(284)</b>	<b>(394)</b>	<b>562</b>	<b>(108)</b>	<b>(93)</b>	<b>69,4</b>	<b>1.240</b>	<b>(201)</b>	<b>n.a.</b>
EBITDA margin (EBITDA / total revenue)	%	(49,8)	(47,7)	(57,3)	22,3	(19,1)	(15,9)	33,9p	n.a.	(17,5)	n.a.
Depreciation, amortization and impairment losses		(152)	(163)	(207)	(671)	(144)	(138)	9,2	(301)	(282)	6,3
Profit (loss) from operations = EBIT		(456)	(447)	(601)	(109)	(252)	(231)	49,3	939	(483)	n.a.
<b>CASH CAPEX</b>		<b>81</b>	<b>94</b>	<b>141</b>	<b>381</b>	<b>96</b>	<b>65</b>	<b>(19,8)</b>	<b>146</b>	<b>161</b>	<b>10,3</b>
<b>CASH CONTRIBUTION</b>		<b>(385)</b>	<b>(378)</b>	<b>(535)</b>	<b>181</b>	<b>(204)</b>	<b>(158)</b>	<b>59,0</b>	<b>1.094</b>	<b>(362)</b>	<b>n.a.</b>



## GROUP HEADQUARTERS & GROUP SERVICES

### EBITDA RECONCILIATION

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>TOTAL REVENUE</b>		<b>610</b>	<b>596</b>	<b>688</b>	<b>2.516</b>	<b>565</b>	<b>584</b>	<b>(4,3)</b>	<b>1.232</b>	<b>1.149</b>	<b>(6,7)</b>
Profit (loss) from operations = EBIT		(456)	(447)	(601)	(109)	(252)	(231)	49,3	939	(483)	n.a.
- Depreciation, amortization and impairment losses		(152)	(163)	(207)	(671)	(144)	(138)	9,2	(301)	(282)	6,3
<b>= EBITDA</b>		<b>(304)</b>	<b>(284)</b>	<b>(394)</b>	<b>562</b>	<b>(108)</b>	<b>(93)</b>	<b>69,4</b>	<b>1.240</b>	<b>(201)</b>	<b>n.a.</b>
EBITDA margin	%	(49,8)	(47,7)	(57,3)	22,3	(19,1)	(15,9)	33,9p	n.a.	(17,5)	n.a.
- Special factors affecting EBITDA		(144)	(139)	(150)	1.229	(86)	(17)	88,2	1.518	(103)	n.a.
<b>= EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		<b>(160)</b>	<b>(145)</b>	<b>(244)</b>	<b>(667)</b>	<b>(22)</b>	<b>(76)</b>	<b>52,5</b>	<b>(278)</b>	<b>(98)</b>	<b>64,7</b>
EBITDA margin (adjusted for special factors)	%	(26,2)	(24,3)	(35,5)	(26,5)	(3,9)	(13,0)	13,2p	(22,6)	(8,5)	62,3p

### SPECIAL FACTORS

	Note	Q2 2014 millions of €	Q3 2014 millions of €	Q4 2014 millions of €	FY 2014 millions of €	Q1 2015 millions of €	Q2 2015 millions of €	Change %	H1 2014 millions of €	H1 2015 millions of €	Change %
<b>EFFECTS ON EBITDA</b>		<b>(144)</b>	<b>(139)</b>	<b>(150)</b>	<b>1.229</b>	<b>(86)</b>	<b>(17)</b>	<b>88,2</b>	<b>1.518</b>	<b>(103)</b>	<b>n.a.</b>
- of which personnel		(33)	(49)	(78)	(174)	(33)	(41)	(24,2)	(47)	(74)	(57,4)
- of which other		(111)	(90)	(72)	1.403	(53)	24	n.a.	1.565	(29)	n.a.
<b>EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT</b>		<b>(144)</b>	<b>(139)</b>	<b>(179)</b>	<b>1.200</b>	<b>(86)</b>	<b>(17)</b>	<b>88,2</b>	<b>1.518</b>	<b>(103)</b>	<b>n.a.</b>
- of which personnel		(33)	(49)	(78)	(174)	(33)	(41)	(24,2)	(47)	(74)	(57,4)
- of which other		(111)	(90)	(101)	1.374	(53)	24	n.a.	1.565	(29)	n.a.

# EE LIMITED (JOINT VENTURE DEUTSCHE TELEKOM - FRANCE TELECOM)

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

	Note	Q2 2014	Q3 2014	Q4 2014	H2 2014	FY 2014	Q1 2015	Q2 2015	Change % (QoQ)	H1 2014	H1 2015	Change % (YoY)
		millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP	millions of GBP		millions of GBP	millions of GBP	
<b>TOTAL REVENUE</b>		<b>1.566</b>	<b>1.591</b>	<b>1.622</b>	<b>3.213</b>	<b>6.327</b>	<b>1.541</b>	<b>1.575</b>	<b>0,6</b>	<b>3.114</b>	<b>3.116</b>	<b>0,1</b>
<b>EBITDA (AS REPORTED)</b>		--	--	--	<b>373</b>	<b>1.030</b>	--	--	--	<b>657</b>	<b>771</b>	<b>17,4</b>
EBITDA margin (EBITDA (as reported) / total revenue)	%	--	--	--	11,6	16,3	--	--	--	21,1	24,7	3,6p
<b>RESTRUCTURING COST INCLUDED IN EBITDA</b>		--	--	--	<b>386</b>	<b>413</b>	--	--	--	<b>26</b>	<b>4</b>	<b>(84,6)</b>
<b>EBITDA (ADJUSTED FOR SPECIAL FACTORS)</b>		--	--	--	<b>828</b>	<b>1.589</b>	--	--	--	<b>760</b>	<b>830</b>	<b>9,2</b>
EBITDA margin (EBITDA / total revenue)	%	--	--	--	25,8	25,1	--	--	--	24,4	26,7	2,3p
<b>CAPEX</b>		--	--	--	<b>328</b>	<b>596</b>	--	--	--	<b>268</b>	<b>249</b>	<b>(7,1)</b>

## OPERATIONAL<sup>1</sup>

	Note	Q2 2014	Q3 2014	Q4 2014	H2 2014	FY 2014	Q1 2015	Q2 2015	Change % (QoQ)	H1 2014	H1 2015	Change % (YoY)
		(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)	(GBP million)		(GBP million)	(GBP million)	
<b>SERVICE REVENUE</b>		<b>1.406</b>	<b>1.411</b>	<b>1.415</b>	<b>2.826</b>	<b>5.619</b>	<b>1.363</b>	<b>1.506</b>	<b>7,1</b>	<b>2.793</b>	<b>2.975</b>	<b>6,5</b>
<b>CUSTOMERS</b>		<b>25.317</b>	<b>25.285</b>	<b>25.311</b>	<b>25.311</b>	<b>25.311</b>	<b>25.218</b>	<b>25.165</b>	<b>(0,6)</b>	<b>25.317</b>	<b>25.165</b>	<b>(0,6)</b>
- contract	('000)	14.638	14.757	14.901	14.901	14.901	14.954	15.050	2,8	14.638	15.050	2,8
- prepaid	('000)	9.901	9.732	9.575	9.575	9.575	9.380	9.196	(7,1)	9.901	9.196	(7,1)
- home	('000)	778	795	834	834	834	884	919	18,1	778	919	18,1
<b>NET ADDS</b>		<b>(8)</b>	<b>(32)</b>	<b>26</b>	<b>(5)</b>	<b>(192)</b>	<b>(92)</b>	<b>(53)</b>	--	<b>(187)</b>	<b>(146)</b>	<b>21,9</b>
- contract	('000)	165	119	144	263	551	53	96	(41,8)	288	149	(48,3)
- prepaid	('000)	(202)	(168)	(157)	(325)	(848)	(195)	(184)	8,9	(523)	(379)	27,5
- home	('000)	29	18	39	57	105	50	35	20,7	48	85	77,1
<b>AVERAGE MONTHLY CHURN</b>		<b>1,9</b>	<b>1,9</b>	<b>2,1</b>	--	--	<b>2,0</b>	<b>2,0</b>	<b>0,1p</b>	--	--	--
- contract	(%)	1,1	1,2	1,3	--	--	1,2	1,1	0,0p	--	--	--
<b>SAC PER GROSS ADD</b>		<b>68</b>	<b>66</b>	<b>62</b>	--	--	<b>65</b>	<b>63</b>	<b>(7,4)</b>	--	--	--
- contract	(GBP)	155	153	154	--	--	149	150	(3,2)	--	--	--
- prepaid	(GBP)	6	6	4	--	--	6	5	(16,7)	--	--	--
<b>SRC PER RETAINED CUSTOMER</b>		<b>193</b>	<b>163</b>	<b>162</b>	--	--	<b>180</b>	<b>211</b>	<b>9,3</b>	--	--	--
<b>ARPU</b>		<b>19</b>	<b>19</b>	<b>19</b>	--	--	<b>19</b>	<b>19</b>	<b>0,0</b>	--	--	--
- contract	(GBP)	29	29	29	--	--	28	28	(3,1)	--	--	--
- prepaid	(GBP)	4	4	5	--	--	4	4	(6,8)	--	--	--
<b>VOICE ARPU</b>		<b>8</b>	<b>8</b>	<b>8</b>	--	--	<b>7</b>	<b>7</b>	<b>(10,3)</b>	--	--	--
non-voice % of ARPU	(%)	58,9	59,0	60,2	--	--	61,7	0,6	(58,3p)	--	--	--
<b>MOU PER CUSTOMER</b>		<b>200</b>	<b>203</b>	<b>212</b>	--	--	<b>203</b>	<b>198</b>	<b>(1,0)</b>	--	--	--
- contract	(min)	311	313	329	--	--	305	296	(4,8)	--	--	--

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

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

3 ARPU %-changes based on exact numbers.



## GLOSSARY AND DISCLAIMER

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

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