BACKUP Q4 2018

DEUTSCHE TELEKOM

Q4 2018

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Since January 1, 2018, Vivento Customer Services GmbH (a provider of call center services) is reported in the operating segment Germany. Before that the company was assigned to the segment Group Headquarters & Group Services. Comparative figures have been adjusted retrospectively.

With the beginning of January 1, 2018, Deutsche Telekom Group applies IFRS 15 “Revenue from Contracts with Customers”. Application of the standard is mandatory for reporting periods beginning on or after January 1, 2018. This standard provides a single, principles-based five-step model for the determination and recognition of revenue to be applied to all contracts with customers. It replaces in particular IAS 18 “Revenue” and IAS 11 “Construction Contracts” and has a material effect on the presentation of Deutsche Telekom’s results of operations and financial position. Deutsche Telekom utilizes the option for simplified initial application, i.e., contracts that are not completed by January 1, 2018 have been accounted for as if they had been recognized in accordance with IFRS 15 from the very beginning. The cumulative effect arising from the transition has been recognized as an adjustment to the opening balance of equity in the year of initial application. Prior-year comparatives have not been adjusted; instead, Deutsche Telekom has provided an explanation of the reasons for the changes in items in the statement of financial position and the income statement for the current period as a result of applying IFRS 15 for the first time.

Since January 1, 2018, Deutsche Telekom Group applies IFRS 9 „Financial Instruments.“ Application of the standard is mandatory for reporting periods beginning on or after January 1, 2018. The standard introduces new classification and -measurement requirements for financial instruments and replaces IAS 39. Deutsche Telekom utilizes the option for simplified initial application. The cumulative effect arising from the transition has been recognized as an adjustment to the opening balance of equity in the year of initial application. Prior-year comparatives have not been adjusted; instead, Deutsche Telekom has provided an explanation of the reasons for the changes in items in the statement of financial position and the income statement for the current period as a result of applying IFRS 9 for the first time.

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

LIFE IS FOR SHARING.

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AT A GLANCE

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
REVENUE										
Germany		5.675	5.325	5.322	5.441	5.612	(1.1)	21.931	21.700	(1.1)
United States		9.052	8.455	8.821	9.227	10.018	10.7	35.736	36.522	2.2
Europe		3.002	2.811	2.896	3.045	3.132	4.3	11.589	11.885	2.6
Systems Solutions		1.819	1.665	1.674	1.754	1.842	1.3	6.918	6.936	0.3
Group Development		561	528	535	544	578	3.0	2.263	2.185	(3.4)
Group Headquarters & Group Services		674	651	767	677	640	(5.0)	2.935	2.735	(6.8)
Reconciliation		(1.623)	(1.511)	(1.649)	(1.585)	(1.561)	3.8	(6.425)	(6.307)	1.8
GROUP		**19.160**	**17.924**	**18.367**	**19.104**	**20.261**	**5.7**	**74.947**	**75.656**	**0.9**
NET REVENUE										
Germany		5.308	4.987	4.990	5.101	5.275	(0.6)	20.552	20.351	(1.0)
United States		9.052	8.455	8.821	9.227	10.018	10.7	35.735	36.521	2.2
Europe		2.903	2.727	2.811	2.952	3.032	4.4	11.218	11.522	2.7
Systems Solutions		1.435	1.332	1.319	1.381	1.465	2.1	5.504	5.497	(0.1)
Group Development		408	376	384	397	422	3.4	1.660	1.579	(4.9)
Group Headquarters & Group Services		55	48	43	46	50	(9.1)	278	186	(33.1)
GROUP		**19.160**	**17.924**	**18.367**	**19.104**	**20.261**	**5.7**	**74.947**	**75.656**	**0.9**
EBITDA (ADJUSTED FOR SPECIAL FACTORS)										
Germany		2.094	2.082	2.126	2.222	2.179	4.1	8.412	8.610	2.4
United States		2.003	2.332	2.553	2.665	2.537	26.7	9.316	10.088	8.3
Europe		906	911	953	1.062	953	5.2	3.749	3.880	3.5
Systems Solutions		147	57	121	139	111	(24.5)	509	429	(15.7)
Group Development		220	231	233	227	230	4.5	915	921	0.7
Group Headquarters & Group Services		(370)	(70)	41	(114)	(373)	(0.8)	(661)	(515)	22.1
Reconciliation		15	5	(101)	6	11	(26.7)	(10)	(79)	n.a.
GROUP		**5.015**	**5.549**	**5.928**	**6.207**	**5.649**	**12.6**	**22.230**	**23.333**	5.0
Proportional EBITDA		3.780	4.388	4.721	4.884	**4.419**	**16.9**	**17.427**	**18.412**	5.7

GROUP
AT A GLANCE II

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EBITDA MARGIN (ADJUSTED FOR SPECIAL FACTORS) (EBITDA / TOTAL REVENUE)										
Germany		36.9	39.1	39.9	40.8	38.8	1.9p	38.4	39.7	1.3p
United States		22.1	27.6	28.9	28.9	25.3	3.2p	26.1	27.6	1.5p
Europe		30.2	32.4	32.9	34.9	30.4	0.2p	32.3	32.6	0.3p
Systems Solutions		8.1	3.4	7.2	7.9	6.0	(2.1p)	7.4	6.2	(1.2p)
Group Development		39.2	43.8	43.6	41.7	39.8	0.6p	40.4	42.2	1.8p
Group Headquarters & Group Services		(54,9)	(10,8)	5.3	(16,8)	(58,3)	(3.4p)	(22,5)	(18,8)	3.7p
GROUP		**26.2**	**31.0**	**32.3**	**32.5**	**27.9**	**1.7p**	**29.7**	**30.8**	**1.1p**
CASH CAPEX										
Germany		1.105	1.145	963	1.134	998	(9.7)	4.214	4.240	0.6
United States		784	1.143	1.353	1.158	1.008	28.6	11.932	4.661	(60.9)
Europe		601	438	398	417	634	5.5	1.874	1.887	0.7
Systems Solutions		120	83	182	87	110	(8.3)	383	462	20.6
Group Development		76	85	56	60	69	(9.2)	290	271	(6.6)
Group Headquarters & Group Services		294	248	247	253	329	11.9	1.005	1.078	7.3
Reconciliation		(26)	(3)	(105)	8	(7)	73.1	(204)	(107)	47.5
GROUP		**2.954**	**3.139**	**3.094**	**3.117**	**3.141**	**6.3**	**19.494**	**12.492**	**(35.9)**
- thereof spectrum investment		94	63	73	71	62	(34.0)	7.395	269	(96.4)
NET PROFIT (LOSS)										
adjusted for special factors		2.657	1.190	1.238	1.321	796	(70.0)	6.039	4.545	(24.7)
as reported		1.332	992	495	1.110	(431)	n.a.	3.461	2.166	(37.4)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM INVESTMENT)		**1.094**	**1.382**	**1.514**	**1.883**	**1.471**	**34.5**	**5.497**	**6.250**	**13.7**
Proportional free cash flow		579	1.132	1.125	1.451	934	61.3	4.359	4.642	6.5
NET DEBT		**50.791**	**50.455**	**54.772**	**55.473**	**55.425**	**9.1**	**50.791**	**55.425**	**9.1**

DT GROUP

EXCELLENT MARKET POSITION[1]

	Note	Q4 2017 ('000)	Q1 2018 ('000)	Q2 2018 ('000)	Q3 2018 ('000)	**Q4 2018 ('000)**	Change compared to prior quarter abs.	Change compared to prior quarter %	Change compared to prior year abs.	Change compared to prior year %
BROADBAND CUSTOMERS RETAIL(END OF PERIOD)	2.3	**18.930**	**19.135**	**19.318**	**20.024**	**20.207**	**183**	**0.9**	**1.277**	**6.7**
Germany		13.209	13.357	13.437	13.504	13.561	57	0.4	352	2.7
Europe		5.530	5.598	5.671	6.293	6.405	112	1.8	875	15.8
Greece		1.757	1.800	1.830	1.855	1.893	38	2.0	136	7.7
Romania		1.134	1.124	1.117	1.108	1.101	(7)	(0.6)	(33)	(2.9)
Hungary		1.073	1.088	1.104	1.126	1.148	22	2.0	75	7.0
Poland		25	23	23	20	18	(2)	(10.0)	(7)	(28.0)
Czech Republic		176	189	208	227	251	24	10.6	75	42.6
Croatia		624	620	621	620	618	(2)	(0.3)	(6)	(1.0)
Slovakia		516	525	532	533	543	10	1.9	27	5.2
Austria	5				569	594	n.a.	n.a.	n.a.	n.a.
other		225	229	236	235	238	3	1.3	13	5.8
Group Development		191	198	210	227	241	14	6.2	50	26.2
Netherlands		191	198	210	227	241	14	6.2	50	26.2
FIXED NETWORK LINES (END OF PERIOD)	4	**27.869**	**27.756**	**27.613**	**28.070**	**27.934**	**(136)**	**(0.5)**	**65**	**0.2**
Germany		19.239	19.149	18.989	18.809	18.625	(184)	(1.0)	(614)	(3.2)
Europe		8.439	8.409	8.414	9.034	9.068	34	0.4	629	7.5
Greece		2.547	2.551	2.552	2.547	2.566	19	0.7	19	0.7
Romania		1.865	1.823	1.803	1.772	1.741	(31)	(1.7)	(124)	(6.6)
Hungary		1.632	1.634	1.640	1.651	1.663	12	0.7	31	1.9
Poland		32	27	26	19	18	(1)	(5.3)	(14)	(43.8)
Czech Republic		197	220	248	276	318	42	15.2	121	61.4
Croatia		967	959	952	942	931	(11)	(1.2)	(36)	(3.7)
Slovakia		858	860	859	851	853	2	0.2	(5)	(0.6)
Austria	6				643	644	n.a.	n.a.	n.a.	n.a.
other		340	334	334	333	333	0	0.0	(7)	(2.1)
Group Development		191	198	210	227	241	14	6.2	50	26.2
Netherlands		191	198	210	227	241	14	6.2	50	26.2
MOBILE SUBSCRIBERS (END OF PERIOD)		**168.402**	**169.929**	**172.495**	**175.328**	**178.416**	**3.088**	**1.8**	**10.014**	**5.9**
Germany		43.125	42.730	43.023	43.646	44.202	556	1.3	1.077	2.5
United States		72.585	74.040	75.619	77.249	79.651	2.402	3.1	7.066	9.7
Europe		48.842	49.254	49.886	50.429	50.542	113	0.2	1.700	3.5
Greece		7.981	8.053	8.163	8.123	7.893	(230)	(2.8)	(88)	(1.1)
Romania		5.258	5.236	5.282	5.302	5.360	58	1.1	102	1.9
Hungary		5.293	5.298	5.306	5.302	5.330	28	0.5	37	0.7
Poland		10.454	10.509	10.609	10.693	10.787	94	0.9	333	3.2
Czech Republic		6.176	6.156	6.174	6.177	6.188	11	0.2	12	0.2
Croatia		2.244	2.229	2.268	2.331	2.273	(58)	(2.5)	29	1.3
Slovakia		2.243	2.282	2.320	2.339	2.369	30	1.3	126	5.6
Austria		5.702	6.071	6.441	6.870	7.194	324	4.7	1.492	26.2
other		3.490	3.419	3.323	3.292	3.149	(143)	(4.3)	(341)	(9.8)
Group Development		3.850	3.905	3.967	4.004	4.021	17	0.4	171	4.4
Netherlands		3.850	3.905	3.967	4.004	4.021	17	0.4	171	4.4

1 Figures rounded to the nearest million. The total is calculated on the basis of precise numbers. Percentages calculated on the basis of figures shown.
2 Broadband lines in operation excluding lines for internal use and public telecommunications; including IP-based access lines. Including BB via cable in Hungary.
3 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted..
4 Fixed network lines in operation excluding lines for internal use and public telecommunications.
5 In the course of the Acquisiton of UPC Austria we disclose Financials under the Europe operating segment as of July 31, 2018. Figures of the previous periods were not adjusted.
6 In the course of the Acquisiton of UPC Austria we report Fixed Network figures for the first time in Q3/18.

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DT CONSOLIDATED INCOME STATEMENT
ADJUSTED FOR SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
NET REVENUE		**19.160**	**17.924**	**18.367**	**19.104**	**20.261**	**5.7**	**74.947**	**75.656**	**0.9**
Other operating income		431	343	339	365	411	(4.6)	1.137	1.458	28.2
Changes in inventories		(11)	1	0	22	(37)	n.a.	21	(14)	n.a.
Own capitalized costs		624	559	582	618	675	8.2	2.292	2.433	6.2
Goods and services purchased		(10.562)	(8.683)	(8.910)	(9.447)	(10.877)	(3.0)	(37.933)	(37.917)	0.0
Personnel costs		(3.722)	(3.787)	(3.791)	(3.782)	(3.855)	(3.6)	(14.945)	(15.216)	(1.8)
Other operating expenses		(906)	(808)	(658)	(673)	(929)	(2.5)	(3.289)	(3.067)	6.7
Depreciation, amortization, and impairment losses		(3.152)	(3.097)	(3.204)	(3.340)	(3.486)	(10.6)	(12.472)	(13.128)	(5.3)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		**1.863**	**2.452**	**2.724**	**2.867**	**2.162**	**16.0**	**9.757**	**10.204**	**4.6**
EBIT margin (EBIT / net revenue) %		9.7	13.7	14.8	15.0	10.7	1.0p	13.0	13.5	0.5p
Profit (loss) from financial activities		(535)	(413)	(479)	(501)	(697)	(30.3)	(2.895)	(2.091)	27.8
of which: finance costs		(509)	(424)	(427)	(443)	(421)	17.3	(2.201)	(1.714)	22.1
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		**1.328**	**2.038**	**2.245**	**2.366**	**1.465**	**10.3**	**6.863**	**8.114**	**18.2**
Income taxes		2.462	(583)	(646)	(667)	(328)	n.a.	949	(2.225)	n.a.
PROFIT (LOSS)		**3.790**	**1.455**	**1.599**	**1.699**	**1.137**	**(70.0)**	**7.812**	**5.889**	**(24.6)**
Profit (loss) attributable to non-controlling interests		1.133	265	360	378	341	(69.9)	1.773	1.344	(24.2)
NET PROFIT (LOSS)		**2.657**	**1.190**	**1.238**	**1.321**	**796**	**(70.0)**	**6.039**	**4.545**	**(24.7)**

GROUP
EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
NET REVENUE		**19.160**	**17.924**	**18.367**	**19.104**	**20.261**	**5.7**	**74.947**	**75.656**	**0.9**
NET PROFIT (LOSS)		**1.332**	**992**	**495**	**1.110**	**(431)**	**n.a.**	**3.461**	**2.166**	**(37.4)**
+ Profit (loss) attributable to non-controlling interests		1.120	274	302	355	231	(79.4)	2.090	1.163	(44.4)
= Profit (loss)		2.452	1.266	797	1.466	(200)	n.a.	5.551	3.329	(40.0)
- Income taxes		2.489	(494)	(370)	(563)	(397)	n.a.	558	(1.824)	n.a.
= Profit (loss) before income taxes = EBT		(37)	1.760	1.167	2.029	197	n.a.	4.994	5.153	3.2
- Profit (loss) from financial activities		(721)	(411)	(1.185)	(502)	(751)	(4.2)	(4.390)	(2.848)	35.1
PROFIT (LOSS) FROM OPERATIONS (EBIT)		**684**	**2.171**	**2.352**	**2.530**	**947**	**38.5**	**9.383**	**8.001**	**(14.7)**
- Depreciation, amortization and impairment losses		(4.019)	(3.097)	(3.204)	(3.344)	(4.190)	(4.3)	(14.586)	(13.836)	5.1
= EBITDA		**4.703**	**5.269**	**5.556**	**5.874**	**5.138**	**9.2**	**23.969**	**21.836**	**(8.9)**
EBITDA margin (EBITDA/net revenue) %		24.5	29.4	30.2	30.7	25.4	0.9p	32.0	28.9	(3.1p)
- Special factors affecting EBITDA		(312)	(281)	(371)	(333)	(511)	(63.8)	1.740	(1.497)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS		**5.015**	**5.549**	**5.928**	**6.207**	**5.649**	**12.6**	**22.230**	**23.333**	**5.0**
EBITDA margin (adjusted for special factors) (EBITDA / net revenue) %		26.2	31.0	32.3	32.5	27.9	1.7p	29.7	30.8	1.1p

DT CONSOLIDATED INCOME STATEMENT
AS REPORTED

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
NET REVENUE		**19.160**	**17.924**	**18.367**	**19.104**	**20.261**	**5.7**	**74.947**	**75.656**	**0.9**
Other operating income		488	373	339	365	414	(15.2)	3.819	1.491	(61.0)
Changes in inventories		(11)	1	0	22	(37)	n.a.	21	(14)	n.a.
Own capitalized costs		624	559	582	618	675	8.2	2.292	2.433	6.2
Goods and services purchased		(10.658)	(8.718)	(8.964)	(9.508)	(10.969)	(2.9)	(38.161)	(38.160)	0.0
Personnel costs		(3.900)	(4.057)	(4.162)	(4.026)	(4.190)	(7.4)	(15.504)	(16.436)	(6.0)
Other operating expenses		(1.001)	(813)	(605)	(701)	(1.015)	(1.4)	(3.444)	(3.134)	9.0
Depreciation, amortization, and impairment losses		(4.019)	(3.097)	(3.204)	(3.344)	(4.190)	(4.3)	(14.586)	(13.836)	5.1
PROFIT (LOSS) FROM OPERATIONS (EBIT)		**684**	**2.171**	**2.352**	**2.530**	**947**	**38.5**	**9.383**	**8.001**	**(14.7)**
EBIT margin (EBIT / net revenue) %		3.6	12.1	12.8	13.2	4.7	1.1p	12.5	10.6	(1.9p)
Profit (loss) from financial activities		(721)	(411)	(1.185)	(502)	(751)	(4.2)	(4.390)	(2.848)	35.1
of which: finance costs		(508)	(422)	(531)	(443)	(421)	17.1	(2.197)	(1.817)	17.3
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		**(37)**	**1.760**	**1.167**	**2.029**	**197**	**n.a.**	**4.994**	**5.153**	**3.2**
Income taxes		2.489	(494)	(370)	(563)	(397)	n.a.	558	(1.824)	n.a.
PROFIT (LOSS)		**2.452**	**1.266**	**797**	**1.466**	**(200)**	**n.a.**	**5.551**	**3.329**	**(40.0)**
Profit (loss) attributable to non-controlling interests		1.120	274	302	355	231	(79.4)	2.090	1.163	(44.4)
NET PROFIT (LOSS)		**1.332**	**992**	**495**	**1.110**	**(431)**	**n.a.**	**3.461**	**2.166**	**(37.4)**

GROUP

SPECIAL FACTORS IN THE CONSOLIDATED INCOME STATEMENT

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	FY 2017 millions of €	**FY 2018 millions of €**
NET REVENUE		**0**	**0**	**0**	**0**	**0**	**0**	**0**
Other operating income	1	57	30	0	0	3	2.683	32
Changes in inventories		0	0	0	0	0	0	0
Own capitalized costs		0	0	0	0	0	0	0
Goods and services purchased		(96)	(35)	(53)	(61)	(92)	(229)	(242)
Personnel costs		(178)	(270)	(371)	(244)	(335)	(559)	(1.220)
Other operating expenses		(95)	(5)	53	(28)	(86)	(155)	(66)
Depreciation, amortization, and impairment losses	2.3	(867)	0	0	(3)	(704)	(2.114)	(707)
PROFIT (LOSS) FROM OPERATIONS (EBIT)		**(1.178)**	**(281)**	**(371)**	**(337)**	**(1.215)**	**(374)**	**(2.204)**
Profit (loss) from financial activities	4	(186)	2	(705)	0	(54)	(1.495)	(757)
PROFIT (LOSS) BEFORE INCOME TAXES (EBT)		**(1.365)**	**(278)**	**(1.077)**	**(337)**	**(1.269)**	**(1.869)**	**(2.961)**
Income taxes		27	89	276	104	(69)	(392)	401
PROFIT (LOSS)		**(1.338)**	**(189)**	**(801)**	**(233)**	**(1.337)**	**(2.261)**	**(2.560)**
Profit (loss) attributable to non-controlling interests		(13)	9	(58)	22	110	317	181
NET PROFIT (LOSS)		**(1.324)**	**(198)**	**(743)**	**(210)**	**(1.227)**	**(2.578)**	**(2.379)**

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

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

3 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn €)

4 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0.6 bn €)

GROUP

DETAILS ON SPECIAL FACTORS I

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECT ON OPERATING EXPENSES		**(369)**	**(310)**	**(371)**	**(333)**	**(514)**	**(39.3)**	**(943)**	**(1.529)**	**(62.1)**
of which: expenses / income for early retirement (civil servants)		5	(190)	(224)	(89)	(80)	n.a.	(4)	(583)	n.a.
of which: expenses for severance payments		(114)	(20)	(82)	(78)	(146)	(28.1)	(342)	(326)	4.7
(termination benefit)		(64)	(59)	(52)	(56)	(74)	(15.6)	(205)	(241)	(17.6)
of which: expenses for other personnel restructuring charges		(1)	0	(1)	(1)	(3)	n.a.	(4)	(5)	(25.0)
of which: Vivento transfer payments		(3)	(1)	(1)	(1)	(1)	66.7	(5)	(4)	20.0
of which: restructuring charges		(49)	(21)	(33)	(20)	(34)	30.6	(85)	(109)	(28.2)
of which: expenses due to de-consolidations and other asset sales		(57)	(2)	(37)	(61)	(155)	n.a.	(53)	(255)	n.a.
of which: others		(85)	(17)	59	(28)	(20)	76.5	(246)	(6)	97.6
EFFECT ON OTHER OPERATING INCOME		**57**	**30**	**0**	**0**	**3**	**(94.7)**	**2.683**	**32**	**(98.8)**
of which: income due to asset sales		57	30	0	0	3	(94.7)	831	32	(96.1)
of which: others	1	0	0	0	0	0	n.a.	1.852	0	(100.0)
EFFECT ON REVENUE		**0**	**0**	**0**	**0**	**0**	**n.a.**	**0**	**0**	**n.a.**
EFFECT ON EBITDA		**(312)**	**(281)**	**(371)**	**(333)**	**(511)**	**(63.8)**	**1.740**	**(1.497)**	**n.a.**
LOSSES	2, 3	**(867)**	**0**	**0**	**(3)**	**(704)**	**18.8**	**(2.114)**	**(707)**	**66.6**
EFFECT ON PROFIT FROM OPERATIONS = EBIT		**(1.178)**	**(281)**	**(371)**	**(337)**	**(1.215)**	**(3.1)**	**(374)**	**(2.204)**	**n.a.**

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

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

3 Q4/2017: Impairment Goodwill T-Mobile Poland (0.8 bn €)

GROUP

DETAILS ON SPECIAL FACTORS II

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECT ON PROFIT (LOSS) FROM FINANCIAL ACTIVITIES	1	**(186)**	**2**	**(705)**	**0**	**(54)**	**71.0**	**(1.495)**	**(757)**	**49.4**
EFFECT ON PROFIT (LOSS) BEFORE INCOME TAXES		**(1.365)**	**(278)**	**(1.077)**	**(337)**	**(1.269)**	**7.0**	**(1.869)**	**(2.961)**	**(58.4)**
EFFECT ON TAXES		**27**	**89**	**276**	**104**	**(69)**	**n.a.**	**(392)**	**401**	**n.a.**
EFFECT ON PROFIT (LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS		**(13)**	**(9)**	**58**	**22**	**110**	**n.a.**	**317**	**181**	**(42.9)**
EFFECT ON NET PROFIT (LOSS)		**(1.324)**	**(198)**	**(743)**	**(210)**	**(1.227)**	**7.3**	**(2.578)**	**(2.379)**	**7.7**

1 Q2/2018: Expenses due to settlement of litigation Toll Collect (accounted for using the equity method) (0.6 bn €)

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

	Note	REPORTED NUMBERS	PLUS ACQUISITION EFFECTS							MINUS DECONSOLIDATION EFFECTS							TOTAL EFFECT	PRO FORMA	REPORTED NUMBERS	ORGANIC CHANGE
		Q4 2017 millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	Systems Solutions millions of €	GHS millions of €	Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	Systems Solutions millions of €	GHS millions of €		Q4 2017 millions of €	Q4 2018 millions of €	Change %
NET REVENUE		**19.160**	**92**		**1**	**91**				**2**			**2**				**90**	**19.250**	**20.261**	**5.3**
PROFIT (LOSS) FROM OPERATIONS = EBIT		**684**	**23**	**13**	**(13)**	**23**				**12**			**1**			**11**	**11**	**695**	**947**	**36.3**
Profit (loss) from financial activities		(721)	**(1)**		**(1)**					**0**							(1)	**(722)**	(751)	4.0
of which finance costs		(508)	**(1)**		**(1)**					**0**							(1)	**(509)**	(421)	(17.3)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		**(37)**	**22**	**13**	**(14)**	**23**	**0**	**0**	**0**	**12**	**0**	**0**	**1**	**0**	**0**	**11**	**10**	**(27)**	**197**	**n.a.**
Income taxes		2.489	**4**			**4**				**0**							4	**2.493**	(397)	**n.a.**
PROFIT (LOSS)		**1.332**	**26**	**13**	**(14)**	**27**	**0**	**0**	**0**	**12**	**0**	**0**	**1**	**0**	**0**	**11**	**14**	**1.346**	**(431)**	**n.a.**

CHANGE IN THE COMPOSITION OF THE GROUP IN THE CURRENT YEAR

	Note	REPORTED NUMBERS FY 2017 millions of €	PLUS ACQUISITION EFFECTS Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	Systems Solutions millions of €	GHS millions of €	MINUS DECONSOLIDATION EFFECTS Total millions of €	Germany millions of €	United States millions of €	Europe millions of €	Group Development millions of €	Systems Solutions millions of €	GHS millions of €	TOTAL EFFECT	PRO FORMA FY 2017 millions of €	REPORTED NUMBERS FY 2018 millions of €	ORGANIC CHANGE Change %
NET REVENUE		**74.947**	**155**	**0**	**3**	**152**	**0**	**0**	**0**	**80**	**0**	**0**	**4**	**30**	**0**	**46**	**75**	**75.022**	**75.656**	**0.8**
PROFIT (LOSS) FROM OPERATIONS = EBIT		**9.383**	**5**	**26**	**(53)**	**38**	**0**	**(6)**	**0**	**823**	**0**	**0**	**2**	**752**	**0**	**69**	**(818)**	**8.565**	**8.001**	**(6.6)**
Profit (loss) from financial activities		(4.390)	**(1)**	**0**	**(1)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(1)**	**(4.391)**	(2.848)	(35.1)
of which finance costs		(2.197)	**0**	**0**	**(1)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**(2.197)**	(1.817)	(17.3)
PROFIT (LOSS) BEFORE INCOME TAXES = EBT		**4.994**	**6**	**26**	**(52)**	**38**	**0**	**(6)**	**0**	**823**	**0**	**0**	**2**	**752**	**0**	**69**	**(817)**	**4.177**	**5.153**	**23.4**
Income taxes		558	**2**	**0**	**0**	**2**	**0**	**0**	**0**	**(5)**	0	0	0	(1)	0	(4)	7	**565**	(1.824)	n.a.
PROFIT (LOSS)		**3.461**	**8**	**26**	**(52)**	**40**	**0**	**(6)**	**0**	**818**	**0**	**0**	**2**	**751**	**0**	**65**	**(810)**	**2.651**	**2.166**	**(18.3)**

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
ASSETS

	Note	Dec. 31 2017 millions of €	Mar. 31 2018 millions of €	Jun. 30 2018 millions of €	Sep. 30 2018 millions of €	**Dec. 31 2018 millions of €**	Change compared to prior quarter %	Change compared to prior year %
CURRENT ASSETS		**20.392**	**21.706**	**20.213**	**19.981**	**21.870**	**9.5**	**7.2**
Cash and cash equivalents		3.312	3.618	2.943	2.235	3.679	64.6	11.1
Trade and other receivables		9.723	9.121	8.921	9.331	9.988	7.0	2.7
Contract assets		0	1.728	1.715	1.716	1.765	2.9	n.a.
Current recoverable income taxes		236	246	283	335	492	46.9	n.a.
Other financial assets		3.329	2.918	2.585	2.912	2.847	(2.2)	(14.5)
Inventories		1.985	1.819	1.571	1.541	1.790	16.2	(9.8)
Current and non-current assets and disposal groups held for sale		161	134	175	159	145	(8.8)	(9.9)
Other assets		1.646	2.122	2.020	1.752	1.164	(33.6)	(29.3)
NON-CURRENT ASSETS		**120.943**	**116.319**	**119.536**	**122.279**	**123.505**	**1.0**	**2.1**
Intangible assets		62.865	61.957	63.636	64.890	64.950	0.1	3.3
Property, plant and equipment		46.878	46.576	47.844	49.448	50.631	2.4	8.0
Contract costs		0	1.286	1.445	1.566	1.744	11.4	n.a.
Investments accounted for using the equity method		651	571	568	574	576	0.3	(11.5)
Other financial assets		5.716	1.829	1.812	1.621	1.585	(2.2)	(72.3)
Deferred tax assets		4.013	3.199	3.299	3.104	2.949	(5.0)	(26.5)
Other assets		819	902	930	1.075	1.070	(0.5)	30.6
TOTAL ASSETS		**141.334**	**138.025**	**139.749**	**142.260**	**145.375**	**2.2**	**2.9**

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
LIABILITIES AND SHAREHOLDERS' EQUITY

	Note	Dec. 31 2017 millions of €	Mar. 31 2018 millions of €	Jun. 30 2018 millions of €	Sep. 30 2018 millions of €	**Dec. 31 2018 millions of €**	Change compared to prior quarter %	Change compared to prior year %
LIABILITIES		**98.864**	**94.334**	**98.346**	**98.779**	**101.938**	**3.2**	**3.1**
CURRENT LIABILITIES		**27.366**	**26.223**	**23.454**	**24.183**	**29.144**	**20.5**	**6.5**
Financial liabilities		8.358	8.905	6.708	7.319	10.527	43.8	26.0
Trade and other payables		10.971	9.132	8.924	8.988	10.735	19.4	(2.2)
Income tax liabilities		224	307	353	334	328	(1.8)	46.4
Other provisions		3.372	3.082	2.784	2.839	3.144	10.7	(6.8)
Liabilities directly associated with non-current assets and disposal groups held for sale		0	0	0	0	36	n.a.	n.a.
Other liabilities		4.440	2.913	2.823	2.903	2.654	(8.6)	(40.2)
Contract Liabilities		0	1.885	1.861	1.801	1.720	(4.5)	n.a.
NON-CURRENT LIABILITIES		**71.498**	**68.111**	**74.892**	**74.595**	**72.794**	**(2.4)**	**1.8**
Financial liabilities		49.171	48.799	54.554	53.804	51.748	(3.8)	5.2
Provisions for pensions and other employee benefits		8.375	5.264	5.650	5.347	5.502	2.9	(34.3)
Other provisions		3.155	3.115	3.143	3.159	3.291	4.2	4.3
Deferred tax liabilities		6.967	7.078	7.500	8.204	8.240	0.4	18.3
Other liabilities		3.831	3.321	3.473	3.476	3.427	(1.4)	(10.5)
Contract Liabilities		0	533	573	604	585	(3.1)	n.a.
SHAREHOLDERS' EQUITY		**42.470**	**43.691**	**41.403**	**43.481**	**43.437**	**(0.1)**	**2.3**
Issued capital		12.189	12.189	12.189	12.189	12.189	0.0	0.0
Capital reserves		55.010	54.761	54.573	54.620	54.646	0.0	(0.7)
Retained earnings incl. carryforwards		(38.750)	(34.472)	(37.635)	(37.426)	(37.392)	0.1	3.5
Total other comprehensive income		(1.127)	(1.332)	(944)	(741)	(653)	11.9	42.1
Net profit (loss)		3.461	992	1.487	2.597	2.166	(16.6)	(37.4)
Treasury shares		(49)	(49)	(49)	(49)	(49)	0.0	0.0
Non-controlling interests		11.737	11.603	11.782	12.290	12.530	2.0	6.8
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		**141.334**	**138.025**	**139.749**	**142.260**	**145.375**	**2.2**	**2.9**

DT GROUP

PROVISIONS FOR PENSIONS

		2018 millions of €	2017 millions of €	2016 millions of €	2015 millions of €	2014 millions of €
FROM DEFINED BENEFIT OBLIGATION TO PROVISION IN BALANCE SHEET						
Present value of obligation (DBO)	1	11.590	11.462	11.427	10.753	10.940
Plan assets	2	(6.099)	(3.102)	(2.990)	(2.744)	(2.498)
Others		11	15	14	19	23
Provision in balance sheet		5.502	8.375	8.451	8.028	8.465
PENSION COSTS INCLUDED IN P&L (INCLUDED EXPECTED RETURN ON PLAN ASSETS)		**313**	**402**	**396**	**442**	**445**
thereof included in EBITDA		217	266	230	285	220
thereof included in financial result		96	136	166	157	225
CASH PAYMENTS FOR PENSIONS						
1) funding of plan assets by DT (investment in financial assets)	3	-214	10	264	276	266
2) benefits paid through plan assets		132	31	32	31	30
3) benefits paid through provision (included in cash flow from operations)		343	378	375	386	298
cash payments included in cash flow statement = 1) + 3)		129	388	639	662	564
cash payments included in free cash flow = 3)		343	378	375	386	298

CHANGE IN THE PRESENT VALUE OF THE OBLIGATION			
Defined Benefit Obligation as of January 1		11.462	11.427
pension costs included in P&L		401	450
benefits paid		(343)	(378)
actuarial losses/gains	4	51	(11)
F/X		6	(29)
Others		13	3
Defined Benefit Obligation as of December 31		11.590	11.462

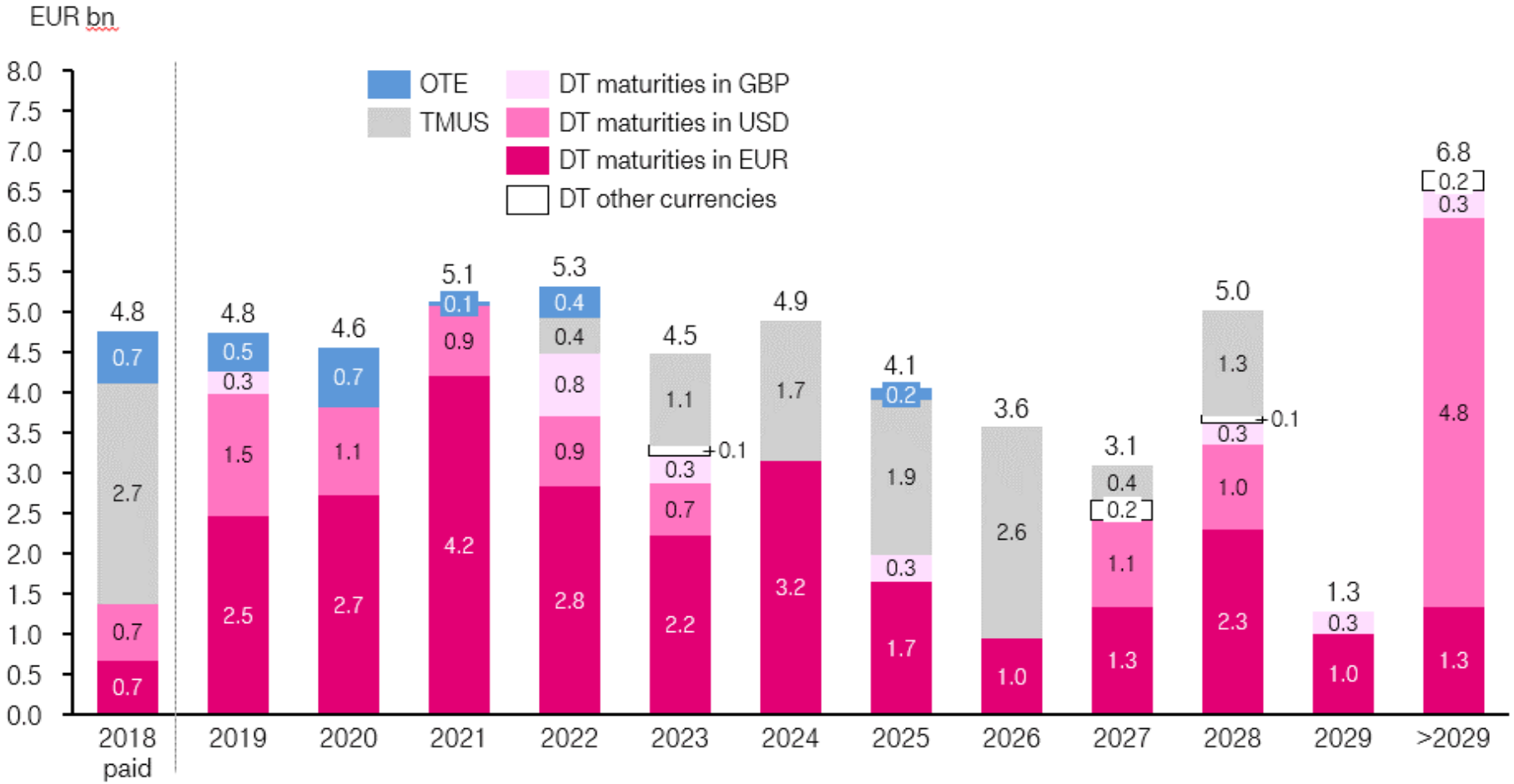
1 Increase in obligation mainly due to a change in the discount rate.

2 Increase mainly from contribution of shares in British Telecom to plan assets.

3 In 2018 net amount of reverse allocation under contractual trust agreement (CTA) -225m € in Germany and funding of 11m € abroad.

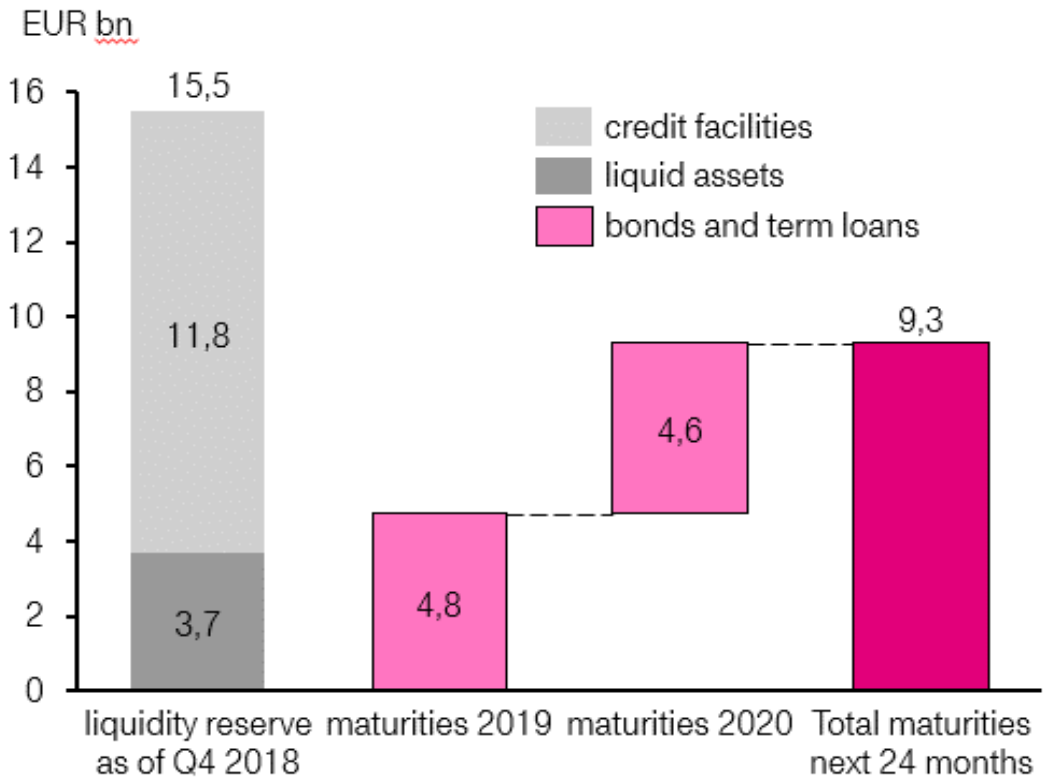
4 Actuarial losses/gains are via other comprehensive income directly billed vs. equity.

WELL-BALANCED MATURITY PROFILE AS OF DECEMBER 31, 2018



due to rounding differences: sum of single maturities per year ≠ total maturity per year

STRONG LIQUIDITY AS OF DECEMBER 31, 2018



- EUR 12.9 bn firm bilateral lines available
  - unconditionally committed
  - no MAC clauses
  - diversified: 22 banks
  - 3 year tenor, staggered maturities
- EUR 0.6 bn bilateral lines drawn
- CPs outstanding EUR 0.5 bn
- Residual undrawn amount EUR 11.8 bn
- Maturities of next 24 months covered

DT/TMUS FUNDING - CREDIT POSITIVE FOR DT

DT's funding support as of December 31st 2018

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

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

In addition, TMUS has issued USD 11.0bn High Yield bonds to external investors

Positive credit implications

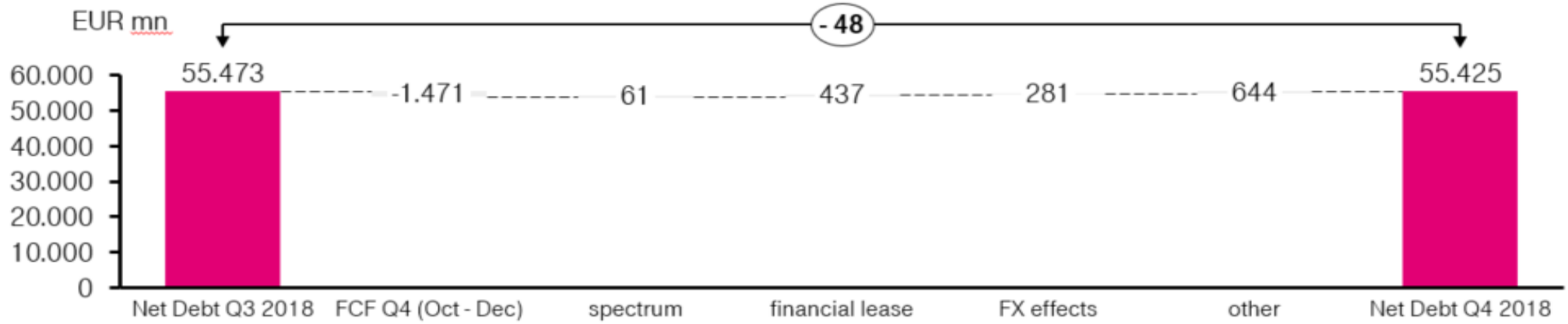
- Results in significant interest costs savings
- DT in preferential creditor position due to large portion of secured financing
- Eliminates structural subordination issues with rating agencies

GROUP
NET DEBT

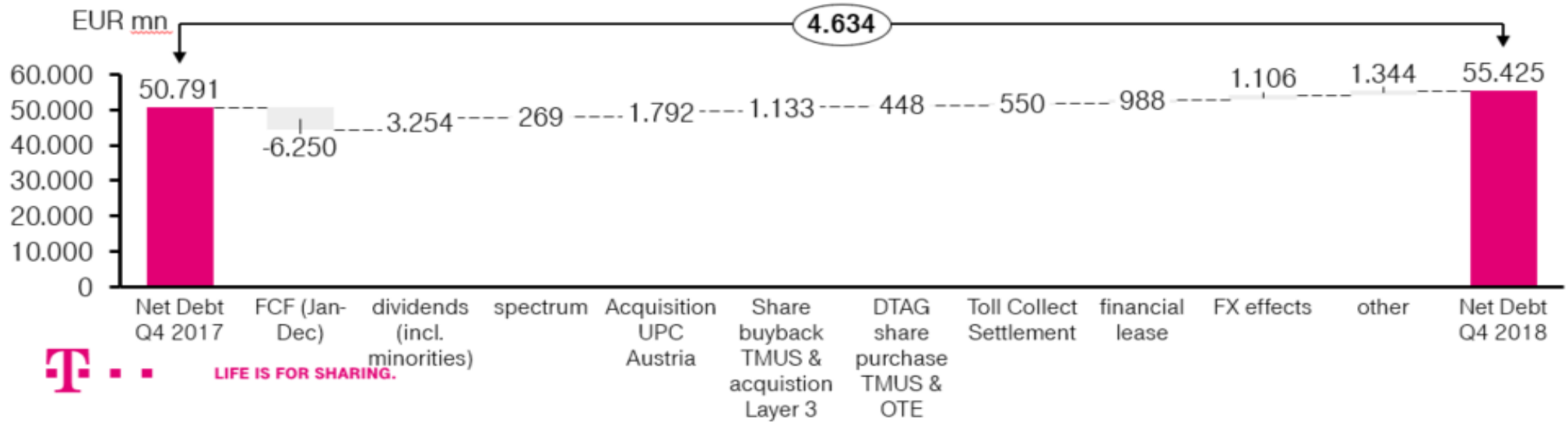
	Note	Dec. 31, 2017 millions of €	Mar. 31, 2018 millions of €	Jun. 30, 2018 millions of €	Sep. 30, 2018 millions of €	Dec. 31, 2018 millions of €	Change compared to prior quarter %	Change compared to prior year %
Bonds		45.453	44.261	48.286	47.965	49.033	2.2	7.9
Other financial liabilities		10.603	12.074	11.728	11.645	11.595	(0.4)	9.4
GROSS DEBT		**56.056**	**56.337**	**60.014**	**59.610**	**60.628**	**1.7**	**8.2**
Cash and cash equivalents		3.312	3.618	2.943	2.235	3.679	64.6	11.1
Available-for-sale/held-for-trading financial assets		7	0	0	0	0	n.a.	(100.0)
Other financial assets		1.946	2.264	2.299	1.902	1.524	(19.9)	(21.7)
NET DEBT		**50.791**	**50.455**	**54.772**	**55.473**	**55.425**	**(0.1)**	**9.1**

NET DEBT DEVELOPMENT Q4 2018

Net debt reconciliation Q3 2018 – Q4 2018



Net debt reconciliation Q4 2017 – Q4 2018



LIFE IS FOR SHARING.

DT GROUP

CASH CAPEX

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
CASH CAPEX										
Germany		1.105	1.145	963	1.134	998	(9.7)	4.214	4.240	0.6
United States		784	1.143	1.353	1.158	1.008	28.6	11.932	4.661	(60.9)
Europe		601	438	398	417	634	5.5	1.874	1.887	0.7
Systems Solutions		120	83	182	87	110	(8.3)	383	462	20.6
Group Development		76	85	56	60	69	(9.2)	290	271	(6.6)
Group Headquarters & Group Services		294	248	247	253	329	11.9	1.005	1.078	7.3
Reconciliation		(26)	(3)	(105)	8	(7)	73.1	(204)	(107)	47.5
GROUP	1	**2.954**	**3.139**	**3.094**	**3.117**	**3.141**	**6.3**	**19.494**	**12.492**	**(35.9)**
- thereof spectrum investment		94	63	73	71	62	(34.0)	7.395	269	(96.4)

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

DT GROUP

FREE CASH FLOW

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
Net profit (loss)		1.332	992	495	1.110	(431)	n.a.	3.461	2.166	(37.4)
Profit (loss) attributable to non-controlling interests		1.120	274	302	355	231	(79.4)	2.090	1.163	(44.4)
PROFIT (LOSS) AFTER INCOME TAXES		**2.452**	**1.266**	**797**	**1.466**	**(200)**	**n.a.**	**5.551**	**3.329**	**(40.0)**
Depreciation, amortization and impairment losses		4.019	3.097	3.204	3.344	4.190	4.3	14.586	13.836	(5.1)
Income tax expense/(benefit)		(2.489)	494	370	563	397	n.a.	(558)	1.824	n.a.
Interest (income) and interest expenses		508	422	531	443	421	(17.1)	2.197	1.817	(17.3)
Other financial (income) expense		279	58	56	61	327	17.2	2.269	502	(77.9)
Share of (profit) loss of associates and joint ventures accounted for using the equity method		(66)	(69)	599	(3)	3	n.a.	(76)	529	n.a.
(Profit) loss on the disposal of fully consolidated subsidiaries		11	0	0	0	0	(100.0)	(537)	0	(100.0)
(Income) loss from the sale of stakes accounted for using the equity method (EE)		0	0	0	0	0	n.a.	(226)	0	(100.0)
Other non-cash transactions		110	112	118	103	96	(12.7)	(1.447)	430	n.a.
(Gain) loss from the disposal of intangible assets and property, plant and equipment		(87)	(65)	(26)	5	(40)	54.0	(103)	(126)	(22.3)
Change in assets carried as working capital		(1.740)	326	(15)	(605)	(1.040)	40.2	(1.874)	(1.335)	28.8
Change in provisions		437	(282)	(386)	168	400	(8.5)	265	(100)	n.a.
Change in other liabilities carried as working capital		1.054	(593)	(212)	(73)	353	(66.5)	51	(526)	n.a.
Income taxes received (paid)		(250)	(124)	(98)	(241)	(234)	6.4	(634)	(697)	(9.9)
Dividends received		0	163	11	7	1	n.a.	241	181	(24.9)
CASH GENERATED FROM OPERATIONS		**4.238**	**4.805**	**4.947**	**5.238**	**4.672**	**10.2**	**19.706**	**19.663**	**(0.2)**
Interest received (paid)		(408)	(509)	(555)	(385)	(266)	34.8	(2.509)	(1.715)	31.6
NET CASH FROM OPERATING ACTIVITIES		**3.830**	**4.297**	**4.392**	**4.853**	**4.407**	**15.1**	**17.196**	**17.948**	**4.4**
Cash outflows for investments in (proceeds from disposal of)		(2.736)	(2.916)	(2.879)	(2.971)	(2.935)	(7.3)	(11.699)	(11.698)	0.0
Intangible assets		(941)	(809)	(880)	(769)	(895)	4.9	(10.324)	(3.351)	67.5
Property, plant and equipment		(1.889)	(2.170)	(2.072)	(2.273)	(2.102)	(11.3)	(8.770)	(8.616)	1.8
Spectrum investment		94	63	73	71	62	(34.0)	7.395	269	(96.4)
FREE CASH FLOW (BEFORE DIVIDEND PAYMENTS AND SPECTRUM)		**1.094**	**1.382**	**1.514**	**1.883**	**1.471**	**34.6**	**5.497**	**6.250**	**13.7**

DT GROUP
PERSONNEL

AT REPORTING DATE	Note	Dec. 31 2017	Mar. 31 2018	Jun. 30 2018	Sep. 30 2018	**Dec. 31 2018**	Change compared to prior quarter abs.	Change compared to prior quarter %	Change compared to prior year abs.	Change compared to prior year %
Germany		64.798	64.695	63.872	63.433	62.621	(812)	(1.3)	(2.177)	(3.4)
United States		45.888	45.119	45.643	46.172	46.871	699	1.5	983	2.1
Europe		47.421	47.986	48.038	48.572	48.133	(439)	(0.9)	712	1.5
Systems Solutions		37.924	37.963	37.830	37.751	37.467	(284)	(0.8)	(457)	(1.2)
Group Development		1.967	1.971	1.955	1.963	1.976	13	0.7	9	0.5
Group Headquarters & Group Services		19.351	19.192	18.981	18.716	18.606	(110)	(0.6)	(745)	(3.8)
GROUP		**217.349**	**216.926**	**216.319**	**216.606**	**215.675**	**(931)**	**(0.4)**	**(1.674)**	**(0.8)**
of which: Domestic		101.901	101.579	100.335	99.481	98.092	(1.389)	(1.4)	(3.809)	(3.7)
of which: Civil servants (in Germany, with an active service relationship)		15.482	15.077	14.393	13.876	13.507	(369)	(2.7)	(1.975)	(12.8)
of which: International		115.448	115.347	115.984	117.125	117.582	457	0.4	2.134	1.8

AVERAGE	Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change compared to prior year abs.	Change compared to prior year %
Germany		65.086	64.818	64.014	63.556	62.939	(2.147)	(3.3)
United States		45.166	45.315	45.278	45.910	46.413	1.247	2.8
Europe		47.402	47.901	47.987	47.976	48.372	970	2.0
Systems Solutions		37.786	37.926	37.916	37.774	37.733	(53)	(0.1)
Group Development		1.965	1.970	1.963	1.955	1.970	5	0.3
Group Headquarters & Group Services		19.537	19.376	19.030	18.732	18.650	(887)	(4.5)
GROUP		**216.941**	**217.306**	**216.188**	**215.903**	**216.077**	**(864)**	**(0.4)**
of which: Domestic		102.449	101.895	100.618	99.660	98.735	(3.714)	(3.6)
of which: Civil servants (in Germany, with an active service relationship)		15.608	15.271	14.577	13.963	13.624	(1.984)	(12.7)
of which: International		114.493	115.411	115.570	116.243	117.342	2.849	2.5

EXCHANGE RATES

AVERAGE

	Q4 2017 1 €	FY 2017 1 €	Q1 2018 1 €	Q2 2018 1 €	Q3 2018 1 €	**Q4 2018 1 €**
US Dollar (USD)	1.17752	1.12932	1.22921	1.19201	1.16272	1.14122
British pound (GBP)	0.88761	0.87671	0.88340	0.87609	0.89240	0.88640
Czech korunas (CZK)	25.64734	26.32972	25.40263	25.59417	25.71818	25.86332
Croatian kunas (HRK)	7.53318	7.46386	7.43793	7.39853	7.41658	7.41889
Hungarian forints (HUF)	311.61191	309.19452	311.02748	317.18241	324.10288	323.07151
Macedonian Denar (MKD)	61.56612	61.58090	61.56839	61.54225	61.57218	61.56043
Polish Zloty (PLN)	4.23134	4.25804	4.17978	4.26085	4.30331	4.29908
Romanian leu (RON)	4.61979	4.56850	4.65543	4.65406	4.64727	4.66109

END OF PERIOD

	Dec. 31 2017 1 €	Mar. 31 2018 1 €	Jun. 30 2018 1 €	Sep. 30 2018 1 €	**Dec. 31 2018 1 €**
US Dollar (USD)	1.19990	1.23190	1.16540	1.15835	1.14520
British pound (GBP)	0.88759	0.87555	0.88619	0.88815	0.89470
Czech korunas (CZK)	25.57800	25.42401	26.00347	25.73247	25.73751
Croatian kunas (HRK)	7.44275	7.43262	7.38187	7.43318	7.41350
Hungarian forints (HUF)	310.27956	312.21998	329.79899	324.38990	321.18504
Macedonian Denar (MKD)	61.50364	61.58318	61.55816	61.57825	61.55930
Polish Zloty (PLN)	4.17875	4.21079	4.36824	4.27743	4.30124
Romanian leu (RON)	4.65851	4.65606	4.66001	4.66481	4.66620

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

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FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**5.676**	**5.325**	**5.322**	**5.441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
NET REVENUE			**5.308**	**4.987**	**4.990**	**5.101**	**5.275**	**(0.6)**	**20.552**	**20.351**	**(1.0)**
EBITDA			**2.094**	**2.082**	**2.126**	**2.222**	**2.179**	**4.1**	**8.412**	**8.610**	**2.4**
EBITDA margin (EBITDA / total revenue)	%		36.9	39.1	39.9	40.8	38.8	1.9p	38.4	39.7	1.3p
Depreciation, amortization and impairment losses			(977)	(980)	(988)	(996)	(1.078)	(10.3)	(3.828)	(4.042)	(5.6)
Profit (loss) from operations = EBIT			1.117	1.102	1.139	1.225	1.101	(1.4)	4.584	4.567	(0.4)
CASH CAPEX (before spectrum investement)			**1.105**	**1.145**	**963**	**1.134**	**998**	**(9.7)**	**4.214**	**4.240**	**0.6**

FINANCIALS (AS REPORTED)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**5.676**	**5.325**	**5.322**	**5.441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
NET REVENUE			**5.308**	**4.987**	**4.990**	**5.101**	**5.275**	**(0.6)**	**20.552**	**20.351**	**(1.0)**
EBITDA			**2.015**	**1.915**	**1.941**	**2.093**	**2.062**	**2.3**	**8.104**	**8.012**	**(1.1)**
EBITDA margin (EBITDA / total revenue)	%		35.5	36.0	36.5	38.5	36.7	1.2p	37.0	36.9	(0.1p)
Depreciation, amortization and impairment losses			(977)	(980)	(988)	(996)	(1.078)	(10.3)	(3.828)	(4.042)	(5.6)
Profit (loss) from operations = EBIT			1.038	935	954	1.096	984	(5.2)	4.276	3.969	(7.2)
CASH CAPEX			**1.105**	**1.145**	**963**	**1.134**	**998**	**(9.7)**	**4.214**	**4.240**	**0.6**

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EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**5.676**	**5.325**	**5.322**	**5.441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		**5.676**	**5.325**	**5.322**	**5.441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
Profit (loss) from operations = EBIT		1.038	935	954	1.096	984	(5.2)	4.276	3.969	**(7.2)**
- Depreciation, amortization and impairment losses		(977)	(980)	(988)	(996)	(1.078)	(10.3)	(3.828)	(4.042)	**(5.6)**
= EBITDA		**2.015**	**1.915**	**1.941**	**2.093**	**2.062**	**2.3**	**8.104**	**8.012**	**(1.1)**
EBITDA margin %		35.5	36.0	36.5	38.5	36.7	1.2p	37.0	36.9	(0.1p)
- Special factors affecting EBITDA		(79)	(167)	(185)	(129)	(117)	(48.1)	(308)	(598)	(94.2)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		**2.094**	**2.082**	**2.126**	**2.222**	**2.179**	**4.1**	**8.412**	**8.610**	**2.4**
EBITDA margin (adjusted for special factors) %		36.9	39.1	40.0	40.8	38.8	**1.9p**	38.4	39.7	**1.3p**

SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECTS ON EBITDA		**(79)**	**(167)**	**(185)**	**(129)**	**(117)**	**(48.1)**	**(308)**	**(598)**	**(94.2)**
- of which personnel		(65)	(160)	(180)	(115)	(110)	(69.2)	(221)	(565)	n.a.
- of which other		(14)	(7)	(5)	(14)	(7)	50.0	(87)	(33)	62.1
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		**(79)**	**(167)**	**(185)**	**(129)**	**(117)**	**(48.1)**	**(308)**	**(598)**	**(94.2)**
- of which personnel		(65)	(160)	(180)	(115)	(110)	(69.2)	(221)	(565)	n.a.
- of which other		(14)	(7)	(5)	(14)	(7)	50.0	(87)	(33)	62.1

GERMANY

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %
GERMANY								
ACCESS LINES								
Fixed network	('000)	1,2	19.239	19.149	18.989	18.809	18.625	(3.2)
retail IP-based	('000)	1	11.996	12.843	13.629	14.493	15.356	28.0
Broadband	('000)	1,3	13.209	13.357	13.437	13.504	13.561	2.7
Fiber	('000)	1,4	5.803	6.232	6.559	6.896	7.236	24.7
TV (incl. IPTV, SAT)	('000)	1	3.139	3.193	3.240	3.291	3.353	6.8
ULLs	('000)	1	6.138	5.846	5.587	5.402	5.236	(14.7)
Wholesale Broadband Access Lines	('000)	1	5.639	5.993	6.277	6.495	6.722	19.2
Fiber	('000)		3.783	4.135	4.432	4.685	4.970	31.4
MOBILE CUSTOMERS								
Total	('000)		43.125	42.730	43.023	43.646	44.202	2.5
- contract	('000)		25.887	25.102	24.965	25.179	25.435	(1.7)
- prepaid	('000)		17.238	17.628	18.058	18.466	18.767	8.9

GERMANY

MOBILE COMMUNICATIONS KPIS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
AVERAGE MONTHLY CHURN	**(%)**		**1.5**	**1.6**	**1.3**	**1.3**	**1.2**	**(0.3p)**	**1.6**	**1.4**	**(12.5p)**
- contract	(%)		1.5	1.9	1.5	1.3	1.4	(0.1p)	1.7	1.5	(11.8p)
ARPU	**(€)**	5	**15**	**13**	**13**	**13**	**13**	**(13.3)**	**15**	**13**	**(13.3)**
- contract	(€)	5	25	21	22	22	22	(12.0)	25	22	(12.0)
- prepaid	(€)		3	2	3	3	3	0.0	3	3	0.0
MOU PER CUSTOMER	**(min)**		**91**	**91**	**94**	**92**	**95**	4.4	**89**	**93**	4.5
- contract	(min)		140	141	149	148	153	9.3	138	148	7.2

1 Figures do not add up

2 Due to new products by business we see a change in the beginning balance of about +60k accesses

3 Due to new products by business we see a change in the beginning balance of about +55k accesses

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

5 Since Q2/18 ARPU is shown without impact from service providers. For better comparability historical figures have been adjusted.

GERMANY

REVENUE SPLIT - PRODUCTS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
GERMANY		**5.676**	**5.325**	**5.322**	**5.441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
FIXED NETWORK CORE BUSINESS		**2.419**	**2.371**	**2.374**	**2.373**	**2.404**	(0.6)	9.575	**9.521**	**(0.6)**
of which Fixed Revenues		1.724	1.786	1.773	1.754	1.741	1.0	6.958	7.053	1.4
Voice only revenues		388	373	355	336	321	(17.3)	1.620	1.384	(14.6)
Broadband revenues	1.3	979	1.049	1.049	1.045	1.043	6.5	3.938	4.186	6.3
TV revenues	1.3	357	364	369	373	377	5.6	1.400	1.483	5.9
of which Variable Revenues		179	176	158	160	153	(14.5)	755	647	(14.3)
of which Revenues from devices (fixed line)		129	141	141	141	141	9.3	519	563	8.5
thereof revenues from sale of devices and accessories (Fixed line)		25	33	31	29	27	8.0	120	121	0.8
MOBILE COMMUNICATIONS		**2.168**	**1.902**	**1.915**	**2.019**	**2.146**	(1.0)	8.142	**7.981**	**(2.0)**
of which Service Revenues		1.695	1.480	1.515	1.561	1.535	(9.4)	6.713	6.090	(9.3)
Service Revenues EXCL. IFRS 15			1.687	1.718	1.766	1.729	n.a.		6.900	n.a.
WHOLESALE SERVICES FIXED NETWORK		**878**	**862**	**859**	**864**	**870**	(0.9)	3.451	**3.456**	**0.1**
of which access full ULL		204	192	180	169	165	(19.1)	871	706	(18.9)
of which wholesale broadband access lines		295	328	340	351	362	22.7	1.107	1.381	24.8
VALUE-ADDED SERVICES		**48**	**46**	**43**	**43**	**42**	(12.5)	192	**175**	**(8.9)**
OTHERS		**163**	**145**	**131**	**142**	**150**	(8.0)	571	**567**	**(0.7)**

REVENUE SPLIT - SEGMENTS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	**Q3 2018 millions of €**	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
GERMANY		**5.676**	**5.325**	**5.322**	**5441**	**5.612**	**(1.1)**	**21.931**	**21.700**	**(1.1)**
Consumer		3.038	2.813	2.820	2923	2.987	(1.7)	11.797	11.543	(2.2)
Business customers	2	1.587	1.491	1.492	1500	1.599	0.8	6.017	6.082	1.1
Wholesale		945	932	926	930	931	(1.5)	3.747	3.720	(0.7)
Others	2	106	90	84	88	95	(10.4)	370	355	(4.1)

1 Due to new products by business we see a change in the revenues of about +49 Mio.€, YTD December +193 Mio.€

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

3 Retroactiv change by Q1/17 of Broadband Revenue Definition: Adjustment of broadband centric options and sale reductions.

GERMANY

Magenta Mobil

Magenta Mobil PLANS IN €	XS	S	M	L	XL
Monthly charge (without handset)	19.95	36.95	46.95	56.95	79.95
Monthly charge (with entry level handset)	24.95	41.95	—	—	—
Monthly charge (with handset)	29.95	46.95	56.95	66.95	—
Monthly charge (with top handset)	39.95	56.95	66.95	76.95	99.95
Monthly charge (with premium handset)	—	—	76.95	86.95	109.95
Voice and SMS [1]	flat	flat	flat	flat	flat
Data	flat	flat	flat	flat	flat
- Data Speed (download)	max	max	max	max	max
- Data Speed (upload)	max	max	max	max	max
- Data Volume until speed step down	750 MB	2.5 GB	5 GB	10 GB	unlimited
- Data Network	3G/LTE	3G/LTE	3G/LTE	3G/LTE	3G/LTE
Streaming	—	—	StreamOn Music	StreamOn Music & Video	n.r.
VoIP	free	free	free	free	free
Tethering	free	free	free	free	free
MMS all net	0.39	0.39	0.39	0.39	0.39
International Calls (minutes)	—	—	—	—	—
International SMS (pieces)	—	—	—	—	—
HotSpot Flatrate	free	free	free	free	free
MultiSim	—	—	—	—	—
Roaming Voice, SMS and Data	free (EU)	free (EU)	free (EU)	free (EU)	30 GB (EU)
Fixed line number	—	—	—	—	—
Activation fee	39.95	39.95	39.95	39.95	39.95
Duration of contract	24 months	24 months	24 months	24 months	24 months

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

GERMANY

Magenta Mobil Premium

Premium PLANS IN €	XL PREMIUM
Monthly charge (with top handset)	199.95
handset upgrade period	12 months
Voice and SMS [1]	flat
Data	flat
- Data Speed (download)	max
- Data Speed (upload)	max
- Data Volume until speed step down	flat
- Data Network	3G/LTE
Streaming	n.r.
VoIP	free
Tethering	free
MMS all net	0.39
International Calls (minutes)	flat[3]
International SMS (pieces)	flat[3]
HotSpot Flatrate	free
MultiSim	free[2]
Roaming Voice, SMS and Data	free (EU Plus[3])
Fixed line number	free
Activation fee	39.95
Duration of contract	24 months

1 voice and sms within all german networks (mobile and fixed network).
2 up to two MultiSIM bookable
3 EU, Switzerland, US, Canada, Turkey

GERMANY

Mobile Options

StreamOn	StreamOn Music	StreamOn Music & Video	MagentaEINS StreamOn Music & Video Max	StreamOn Gaming
Monthly charge	0	0	0	2.95
Description	Music Streaming zero-rating for connected partners	Music &Video Streaming zero-rating for connected partners, mobile optimated	Music &Video Streaming zero-rating for connected partners, high resolution	Online gaming zero-rating for connected partners, high resolution
Booking restrictions	Starting with MagentaMobil M /MagentaMobil S Young / FamilyCard M	Starting with MagentaMobil L /MagentaMobil M Young / FamilyCard L	Only MagentaEINS: Starting with MagentaMobil M /MagentaMobil M Young	Starting with MagentaMobil S/Family Card S /Young XS

INTERNATIONAL OPTIONS IN €	INTERNATIONAL 50, 100 or 400	INTERNATIONAL SMS 100
Monthly charge	4.95, 9.95 or 29.95	9.95
Description	50, 100 or 400 min. mobile and fixed Network to Country Code 1 + 2	100 SMS to Country Code 1 + 2

ADDITIONAL DATA VOLUME OPTIONS IN €	Data S	Data M	Data L
Monthly charge	14.95	19.95	29.95
Additional Data Volume (per month)	2 GB	4 GB	10 GB

OHTER OPTIONS IN €	MULTISIM	DayFlat unlimited
Monthly charge	from 4.95 onwards	4.95
Description	one/two MultiSIM bookable.	Data Full Flat for 24h

GERMANY

MAGENTA ZUHAUSE VIA FUNK (DP VIA WIRELESS)

DOUBLE PLAY VIA WIRELESS	
Monthly Charge[1]	€ 49.95
Data Speed (Mbit/s)	50Mbit/s
Data Volume until Speed Step Down (SSD)	60GB
Voice minutes	**€ Cent/Minute**
fixed net national	flat
international	from 2.9
fixed to mobile	19.0
Options	
Speed On	€14.95 per 15GB
fixed to mobile	12.9 cents/minute, minimum charge €4 per month
Telekom mobile flat	€14,95 per month
mobile flat	€19,95 per month
CountryFlat 1	€3.94 per month
CountryFlat 2	€14.95 per month
Set up charge	€69,95 (non recurring)

1 Without terminal equipment. Monthly rent for Router €4.95

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

GERMANY

MAGENTA ZUHAUSE

MAGENTA ZUHAUSE IN €	ZUHAUSE XS[1]	ZUHAUSE S[1]	ZUHAUSE M[1]	ZUHAUSE L[1]	ZUHAUSE XL[1]	ZUHAUSE XXL[1]	ZUHAUSE GIGA[1]
	29.95	34.95[2]	39.95[2]	44.95[2]	54.95[2]	69.95[2]	119.95
	16 Mbit/s bandwidth flat rate Internet usage	16 Mbit/s bandwidth, flat rate Internet usage flat rate voice usage	50 Mbit/s bandwidth flat rate Internet usage flat rate voice usage	100 Mbit/s bandwidth[5] flat rate Internet usage flat rate voice usage	250 Mbit/s bandwidth[5] flat rate Internet usage all net flat rate voice usage	500 Mbit/s bandwidth[5] flat rate Internet usage all net flat rate voice usage	1.000 Mbit/s bandwidth flat rate Internet usage all net flat rate voice usage
ENTERTAIN							
MagentaTV	–			10.00[3,4]			–
MagentaTV Sat	–			10.00[3,4]			–
MagentaTV Plus	–			15.00[3,4]			incl.
MagentaTV Sat Plus	–			15.00[3,4]			–
CITY, DLD				**CENT/MINUTE**			
Peak/Off peak	2.9 ct			included			
international				from 2.9 ct			
fixed to mobile			19.0 ct			incl.	
CALLING PLANS							
fixed to mobile			12.9 ct/minute, 4.00 monthly minimum charge		–	–	–
fixed to T-Mobile flatrate			14.95		–	–	–
fixed to mobile flatrate			19.95		–	–	–
CountryFlat 1				3.94			
CountryFlat 2				14.95			
Set-up				69.95 (non-recurring charge)			

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00/-€35.00/-€50.00 for the first 6 months (ZUHAUSE S/M/L/XL/XXL)

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

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

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

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

MAGENTA ZUHAUSE HYBRID

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

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

2 Promotional price for new broadband customers: -€15.00/-€20.00/-€25.00 for the first 6 months (ZUHAUSE S/M/L Hybrid)

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

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

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

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

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

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

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

GERMANY

SINGLE PLAY

SINGLE PLAY IN €	CALL START	CALL BASIC	CALL COMFORT
	20.95	20.95	30.94
	voice usage per minute	voice usage per minute 120 minutes includes (national calls)	voice flat rate (national calls)
CITY, CDL		**€ CENT/MINUTE**	
Peak/Off peak		2.9	flat
international		from 2.9	
fixed to mobile		19.0	
CALLING PLANS			
CountryFlat 1		€ 3.94 per month	
CountryFlat 2		€14.95 per month	
fixed to mobile		12.9 cents/minute, minimum charge €4 per month	
fixed to T-Mobile flatrate		€14.95 per month	
fixed to mobile flatrate		€19.95 per month	
Set-up		69.95 (non-recurring charge)	

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

All prices in € including VAT, excl. terminal equipment

FIXED NETWORK

OVERVIEW DOM. INTERCONNECTION TARIFFS (EXCL. VAT)

TERMINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW[1]	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW[1]
Local	0.10	0.08	0.10	0.08
Single transit	entfallen	entfallen	entfallen	entfallen
Double transit national	0.10	0.08	0.10	0.08

ORIGINATION FEES IN CENT/MIN.	PEAK (9:00-18:00), OLD	PEAK (9:00-18:00), NEW[1]	OFF-PEAK (18:00-9:00), OLD	OFF-PEAK (18:00-9:00), NEW[1]
Local	0.23	0.13	0.23	0.13
Single transit	entfallen	entfallen	entfallen	entfallen
Double transit national	0.23	0.13	0.23	0.13

FULLY UNBUNDLED ("ULL")	OLD	NEW
One time fee	27.11 [2]	25.03 [3]
Monthly fee	10.19 [4]	10.02 [5]

PARTIALLY UNBUNDLED ("LINE SHARING")	OLD	NEW
One time fee	34.13 [11]	34.23 [12]
Monthly fee	1.68 [6]	1.78 [7]

IP-BSA ADSL SHARED (CLASSIC)	OLD	NEW
One time fee	–	44.87 [8,9]
Monthly fee	–	8.12 [8,9]

IP-BSA ADSL STAND ALONE (CLASSIC)	OLD	NEW
One time fee	–	47.68 [8,9]
Monthly fee	–	18.20 [8,9]

IP-BSA VDSL (until 50 Mbit/s)[10] STAND ALONE (CLASSIC)	OLD (IN €)	NEW (IN €)
One time fee	–	46.43 [8,9]
Monthly fee	–	25.32 [8,9]

1 Prices are valid from Jan. 01, 2019 to Dec. 30, 2020.
2 Depending on complexity – valid to Sep. 30, 2018.
3 Depending on complexity - valid to Sep. 30, 2020.
4 Twisted pair copper access line valid to Jun. 30, 2016.
5 Twisted pair copper access line valid to Jun. 30, 2019.
6 valid to Jun. 30, 2014.
7 valid from Jul. 01, 2014.
8 Since Dec. 01, 2010 these prices are ex post.
9 No price changes since Jul. 01, 2011 .
10 Monthly fee for VDSL Vectoring (over 50 to 100 Mbit/s): 29.52 €. Launch Aug. 01, 2014.
11 Depending on complexity – valid to Jun. 30, 2014.
12 Depending on complexity – valid from Jul. 01, 2014.

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UNITED STATES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**9.052**	**8.455**	**8.821**	**9.227**	**10.018**	**10.7**	**35.736**	**36.522**	**2.2**
NET REVENUE			**9.052**	**8.455**	**8.821**	**9.227**	**10.017**	**10.7**	**35.736**	**36.521**	**2.2**
EBITDA		1	**2.003**	**2.332**	**2.553**	**2.665**	**2.537**	**26.7**	**9.316**	**10.088**	**8.3**
EBITDA margin (EBITDA / total revenues)	%		22.1	27.6	28.9	28.9	25.3	3.2p	26.1	27.6	1,5p
Depreciation, amortization and impairment losses			(1.194)	(1.223)	(1.321)	(1.358)	(1.393)	(16.7)	(5.019)	(5.294)	-5.5
Profit (loss) from operations = EBIT			809	1.109	1.232	1.308	1.145	41.5	4.297	4.794	11.6
CASH CAPEX (before spectrum investement)		2	**774**	**1.084**	**1.280**	**1.088**	**946**	**22.2**	**4.624**	**4.396**	**(4.9)**

FINANCIALS (AS REPORTED)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**9.052**	**8.455**	**8.821**	**9.227**	**10.018**	**10.7**	**35.736**	**36.522**	**2.2**
NET REVENUE			**9.052**	**8.455**	**8.821**	**9.227**	**10.017**	**10.7**	**35.736**	**36.521**	**2.2**
EBITDA			**1.989**	**2.360**	**2.522**	**2.610**	**2.436**	**22.5**	**10.949**	**9.928**	**(9.3)**
EBITDA margin (EBITDA / total revenue)	%		22.0	27.9	28.6	28.3	24.3	2.3p	30.6	27.2	-3,4p
Depreciation, amortization and impairment losses			(1.194)	(1.223)	(1.321)	(1.358)	(1.393)	(16.7)	(5.019)	(5.294)	-5.5
Profit (loss) from operations = EBIT			795	1.137	1.201	1.252	1.043	31.2	5.930	4.634	(21.9)
CASH CAPEX			**784**	**1.143**	**1.353**	**1.157**	**1.008**	**28.6**	**11.932**	**4.661**	**(60.9)**

1 Excluding special factors affecting EBITDA of EUR (14mn) in Q4/17, EUR 28 mn in Q1/18, EUR (32mn) in Q2/18, EUR (55mn) in Q3/18 and EUR (101mn) in Q4/18.

2 Adjusted by excluding spectrum purchases of EUR 10mn in Q4/17, EUR 59 mn in Q1/18, EUR 74mn in Q2/18, EUR 70mn in Q3/18, and EUR 62mn in Q4/18.

UNITED STATES

EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**9.052**	**8.455**	**8.821**	**9.227**	**10.018**	**10.7**	**35.736**	**36.522**	**2.2**
Profit (loss) from operations = EBIT		795	1.137	1.201	1.252	1.043	31.2	5.930	4.634	(21.9)
- Depreciation, amortization and impairment losses		(1.194)	(1.223)	(1.321)	(1.358)	(1.393)	(16.7)	(5.019)	(5.294)	(5.5)
= EBITDA		**1.989**	**2.360**	**2.522**	**2.610**	**2.436**	**22.5**	**10.949**	**9.928**	**(9.3)**
EBITDA margin %		22.0	27.9	28.6	28.3	24.3	2.3p	30.6	27.2	(3.4p)
- Special factors affecting EBITDA		(14)	28	(32)	(55)	(101)	n.a.	1.633	(160)	n.a.
= EBITDA ADJUSTED FOR SPECIAL FACTORS	1	**2.003**	**2.332**	**2.553**	**2.665**	**2.537**	**26.7**	**9.316**	**10.088**	**8.3**
EBITDA margin (adjusted for special factors) %		22.1	27.6	28.9	28.9	25.3	3.2p	26.1	27.6	1.5p

SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	FY 2017 millions of €	**FY 2018 millions of €**
EFFECTS ON EBITDA		**(14)**	**28**	**(32)**	**(55)**	**(101)**	**1.633**	**(160)**
- of which personnel		(2)	2	2	6	5	(7)	15
- of which other		(12)	(30)	30	49	96	1.640	145
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		**(14)**	**28**	**(32)**	**(55)**	**(101)**	**1.633**	**(160)**
- of which personnel		(2)	2	2	6	5	(7)	15
- of which other		(12)	(30)	30	49	96	1.640	145

1 Excluding special factors affecting EBITDA of EUR (14mn) in Q4/17, EUR 28 mn in Q1/18, EUR (32mn) in Q2/18, EUR (55mn) in Q3/18 and EUR (101mn) in Q4/18.

UNITED STATES [4]

OPERATIONAL

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
CUSTOMERS (END OF PERIOD)	('000)		**72.585**	**74.040**	**75.619**	**77.249**	**79.651**	**9.7**	**72.585**	**79.651**	**9.7**
Branded postpaid	('000)	4	38.047	39.065	40.082	41.161	42.519	11.8	38.047	42.519	11.8
Branded prepay	('000)	4	20.668	20.876	20.967	21.002	21.137	2.3	20.668	21.137	2.3
- BRANDED	('000)	4	**58.715**	**59.941**	**61.049**	**62.163**	**63.656**	**8.4**	**58.715**	**63.656**	**8.4**
- WHOLESALE	('000)	4	**13.870**	**14.099**	**14.570**	**15.086**	**15.995**	**15.3**	**13.870**	**15.995**	**15.3**
NET ADDS	('000)		**1.854**	**1.433**	**1.579**	**1.630**	**2.402**	**29.6**	**5.658**	**7.044**	**24.5**
Branded postpaid	('000)		1.072	1.005	1.017	1.079	1.358	26.7	3.620	4.459	23.2
Branded prepay	('000)		149	199	91	35	135	(9.4)	855	460	(46.2)
- BRANDED	('000)		**1.221**	**1.204**	**1.108**	**1.114**	**1.493**	**22.3**	**4.475**	**4.919**	**9.9**
- WHOLESALE	('000)		**633**	**229**	**471**	**516**	**909**	**43.6**	**1.183**	**2.125**	**79.6**
AVERAGE MONTHLY CHURN											
- Branded postpaid	(%)		1.4	1.3	1.1	1.2	1.2	(0.2p)	1.4	1.2	(0.2p)
- Branded prepay	(%)		4.0	3.9	3.8	4.1	4.0	0.0p	4.0	4.0	0.0p
TOTAL REVENUES	(€ million)		**9.052**	**8.455**	**8.821**	**9.227**	**10.018**	**10.7**	**35.736**	**36.522**	**2.2**
Service revenue	(€ million)	1	6.426	6.226	6.523	6.776	7.029	9.4	26.210	26.554	1.3
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	2	**2.003**	**2.332**	**2.553**	**2.665**	**2.537**	**26.7**	**9.316**	**10.088**	**8.3**
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)		22.1	27.6	28.9	28.9	25.3	3.2p	26.1	27.6	1.5p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)		31.2	37.5	39.1	39.3	36.1	4.9p	35.5	38.0	2.5p
ARPU											
- Branded postpaid	(€)		37	35	36	36	37	0.0	39	36	(7.7)
- Branded prepay	(€)		32	31	31	32	32	0.0	34	32	(5.9)
CASH CAPEX	(€ million)		**784**	**1.143**	**1.353**	**1.158**	**1.008**	**28.6**	**11.932**	**4.661**	**(60.9)**
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(€ million)	3	**774**	**1.084**	**1.280**	**1.094**	**946**	**22.2**	**4.624**	**4.396**	**(4.9)**

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 (14mn) in Q4/17, EUR 28 mn in Q1/18, EUR (32mn) in Q2/18, EUR (55mn) in Q3/18 and EUR (101mn) in Q4/18.

3 Adjusted by excluding spectrum purchases of EUR 10mn in Q4/17, EUR 59 mn in Q1/18, EUR 74mn in Q2/18, EUR 70mn in Q3/18, and EUR 62mn in Q4/18.

4 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in the removal of 4.528 thousand reported wholesale customers in 2017. No further Lifeline adjustments are expected in future periods.

For plan details see:

https://www.t-mobile.com/cell-phone-plans

https://prepaid-phones.t-mobile.com/prepaid-plans

https://business.t-mobile.com/t-mobile-one-business

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

UNITED STATES [4]

OPERATIONAL IN US-$

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
CUSTOMERS (END OF PERIOD)	('000)		**72.585**	**74.040**	**75.619**	**77.249**	**79.651**	**9.7**	**72.585**	**79.651**	**9.7**
Branded postpaid	('000)	4	38.047	39.065	40.082	41.161	42.519	11.8	38.047	42.519	11.8
Branded prepay	('000)	4	20.668	20.876	20.967	21.002	21.137	2.3	20.668	21.137	2.3
- BRANDED	('000)	4	**58.715**	**59.941**	**61.049**	**62.163**	**63.656**	**8.4**	**58.715**	**63.656**	**8.4**
- WHOLESALE	('000)	4	**13.870**	**14.099**	**14.570**	**15.086**	**15.995**	**15.3**	**13.870**	**15.995**	**15.3**
NET ADDS	('000)		**1.854**	**1.433**	**1.579**	**1.630**	**2.402**	**29.6**	**5.658**	**7.044**	**24.5**
Branded postpaid	('000)		1.072	1.005	1.017	1.079	1.358	26.7	3.620	4.459	23.2
Branded prepay	('000)		149	199	91	35	135	(9.4)	855	460	(46.2)
- BRANDED	('000)		**1.221**	**1.204**	**1.108**	**1.114**	**1.493**	**22.3**	**4.475**	**4.919**	**9.9**
- WHOLESALE	('000)		**633**	**229**	**471**	**516**	**909**	**43.6**	**1.183**	**2.125**	**79.6**
AVERAGE MONTHLY CHURN											
- Branded postpaid	(%)		1.4	1.3	1.1	1.2	1.2	(0.2p)	1.4	1.2	(0.2p)
- Branded prepay	(%)		4.0	3.9	3.8	4.1	4.0	0.0p	4.0	4.0	0.0p
TOTAL REVENUES	(USD million)		**10.664**	**10.394**	**10.510**	**10.730**	**11.428**	**7.2**	**40.316**	**43.063**	**6.8**
Service revenue	(USD million)	1	7.570	7.653	7.773	7.879	8.020	5.9	29.558	31.325	6.0
EBITDA (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	2	**2.360**	**2.866**	**3.046**	**3.100**	**2.894**	**22.6**	**10.479**	**11.906**	**13.6**
EBITDA margin (adjusted for special factors) (EBITDA / total revenue)	(%)		22.1	27.6	29.0	28.9	25.3	3.2p	26.0	27.6	1.6p
EBITDA margin (adjusted for special factors) (EBITDA / service revenue)	(%)		31.2	37.4	39.2	39.3	36.1	4.9p	35.5	38.0	2.5p
BLENDED ARPU											
- Branded postpaid	(USD)		43	43	43	42	42	(2.3)	44	43	(2.3)
- Branded prepay	(USD)		38	38	37	37	37	(2.6)	38	37	(2.6)
CASH CAPEX	(USD million)		**923**	**1.403**	**1.627**	**1.347**	**1.150**	**24.6**	**13.243**	**5.527**	**(58.3)**
CASH CAPEX (ADJUSTED FOR SPECIAL FACTORS)	(USD million)	3	**913**	**1.330**	**1.540**	**1.265**	**1.079**	**18.2**	**5.170**	**5.215**	**0.9**

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 (16mn) in Q4/17 , USD 34mn in Q1/18, USD (39mn) in Q2/18, USD (64mn) in Q3/18, and USD (115mn) in Q4/18.

3 Adjusted by excluding spectrum purchases of USD 11mn in Q4/17, USD 73mn in Q1/18, USD 87mn in Q2/18, USD 81mn in Q3/18 and USD 70mn in Q4/18.

4 T-Mobile US believes current and future regulatory changes have made the Lifeline program offered by T-Mobile US' wholesale partners uneconomical. T-Mobile US will continue to support its wholesale partners offering the Lifeline program, but has excluded the Lifeline customers from the reported wholesale subscriber base resulting in a removal of 4.528 thousand reported wholesale customers in 2017. No further Lifeline adjustments are expected in future periods.

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

For plan details see:

https://www.t-mobile.com/cell-phone-plans

https://prepaid-phones.t-mobile.com/prepaid-plans

https://business.t-mobile.com/t-mobile-one-business

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

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EUROPE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**3.002**	**2.811**	**2.896**	**3.045**	**3.132**	**4.3**	**11.589**	**11.885**	**2.6**
NET REVENUE			**2.903**	**2.727**	**2.811**	**2.952**	**3.032**	**4.4**	**11.218**	**11.522**	**2.7**
EBITDA		1	**906**	**911**	**953**	**1.062**	**953**	**5.2**	**3.749**	**3.880**	**3.5**
EBITDA margin (EBITDA / total revenue)	%		30.2	32.4	32.9	34.9	30.4	0.2p	32.3	32.6	0.3p
Depreciation, amortization and impairment losses		4	(624)	(559)	(550)	(616)	(613)	1.8	(2.292)	(2.339)	(2.1)
Profit (loss) from operations = EBIT		2	282	352	403	446	341	20.9	1.457	1.541	5.8
CASH CAPEX (before spectrum investement)		3	**517**	**434**	**398**	**416**	**634**	**22.6**	**1.787**	**1.882**	**5.3**

FINANCIALS (AS REPORTED)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**3.002**	**2.811**	**2.896**	**3.045**	**3.132**	**4.3**	**11.589**	**11.885**	**2.6**
NET REVENUE			**2.903**	**2.727**	**2.811**	**2.952**	**3.032**	**4.4**	**11.218**	**11.522**	**2.7**
EBITDA			**870**	**905**	**907**	**1.041**	**904**	**3.9**	**3.619**	**3.757**	**3.8**
EBITDA margin (EBITDA / total revenue)	%		29.0	32.2	31.3	34.2	28.9	(0.1p)	31.2	31.6	0.4p
Depreciation, amortization and impairment losses			(1.489)	(559)	(550)	(616)	(1.287)	13.6	(3.157)	(3.013)	4.6
Profit (loss) from operations = EBIT			(620)	345	357	425	(383)	38.2	462	744	61.0
CASH CAPEX			**601**	**438**	**398**	**417**	**634**	**5.5**	**1.874**	**1.887**	**0.7**

1 Special factors affecting EBITDA: EUR 36mn in Q4/17, EUR 7mn in Q1/18, EUR 46mn in Q2/18, EUR 21mn in Q3/18 and EUR 49mn in Q4/18.

2 Special factors affecting EBIT: EUR 902mn in Q4/17 (thereof EUR 36mn resulting from EBITDA), EUR 7mn in Q1/18 (thereof EUR 7mn resulting from EBITDA), EUR 46mn in Q2/18 (thereof EUR 46mn resulting from EBITDA), EUR 21mn in Q3/18 (thereof EUR 21mn resulting from EBITDA) and EUR 724mn in Q4/18 (thereof EUR 49mn resulting from EBITDA).

3 EUR 84mn in Greece in Q4/17, EUR 3mn in Albania in Q1/18, EUR 1mn in Austria in Q1/18, and EUR 1mn in Hungary in Q3/18.

4 The Q4/17 numbers are affected by EUR 787mn impairment in Poland. The Q4/18 numbers are affected by EUR 608mn impairment in Poland and EUR 31mn impairment in Romania. Due to the signed contract for the sale of Albania in January 2019 tangible and intangible assets were impaired by EUR 35mn.

EUROPE

EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**3.002**	**2.811**	**2.896**	**3.045**	**3.132**	**4.3**	**11.589**	**11.885**	**2.6**
TOTAL REVENUE (ADJUSTED FOR SPECIAL FACTORS)		**3.002**	**2.811**	**2.896**	**3.045**	**3.132**	**4.3**	**11.589**	**11.885**	**2.6**
Profit (loss) from operations = EBIT		(620)	345	357	425	(383)	38.2	462	744	61.0
- Depreciation, amortization and impairment losses		(1.489)	(559)	(550)	(616)	(1.287)	13.6	(3.157)	(3.013)	4.6
= EBITDA		**870**	**905**	**907**	**1.041**	**904**	**3.9**	**3.619**	**3.757**	**3.8**
EBITDA margin %		29.0	32.2	31.3	34.2	28.9	(0.1p)	31.2	31.6	0.4p
- Special factors affecting EBITDA		(36)	(7)	(46)	(21)	(49)	(36.1)	(130)	(122)	6.2
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		**906**	**911**	**953**	**1.062**	**953**	**5.2**	**3.749**	**3.880**	**3.5**
EBITDA margin (adjusted for special factors) %		30.2	32.4	32.9	34.9	30.4	0.2p	32.3	32.6	0.3p

SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECTS ON EBITDA		**(36)**	**(7)**	**(46)**	**(21)**	**(49)**	**(36.1)**	**(130)**	**(122)**	**6.2**
- of which personnel		(30)	(5)	(43)	(12)	(30)	0.0	(92)	(90)	2.2
- of which other		(6)	(1)	(3)	(9)	(19)	n.a.	(37)	(32)	13.5
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		**(902)**	**(7)**	**(46)**	**(21)**	**(724)**	**19.7**	**(995)**	**(797)**	**19.9**
- of which personnel		(30)	(5)	(43)	(12)	(30)	0.0	(92)	(90)	2.2
- of which other		(871)	(1)	(3)	(9)	(693)	20.4	(902)	(706)	21.7

GREECE

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)[2]

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**723**	**686**	**711**	**754**	**736**	**1.8**	**2.846**	**2.888**	**1.5**
PRODUCT VIEW		**723**	**686**	**711**	**754**	**736**	**1.8**	**2.846**	**2.888**	**1.5**
- Fixed network		443	438	439	456	458	3.4	1.769	1.791	1.2
- Mobile communications		280	248	272	298	279	(0.4)	1.077	1.097	1.9
SEGMENT VIEW		**723**	**686**	**711**	**754**	**736**	**1.8**	**2.846**	**2.888**	**1.5**
- of which Consumer		408	393	410	417	413	1.2	1.609	1.633	1.5
- of which Business		149	132	142	139	157	5.4	560	569	1.6
EBITDA	1	**293**	**280**	**279**	**321**	**300**	**2.4**	**1.135**	**1.180**	**4.0**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**40.5**	**40.8**	**39.2**	**42.6**	**40.8**	**0.3p**	**39.9**	**40.9**	**1.0p**
CASH CAPEX (AS REPORTED)		**241**	**84**	**113**	**97**	**160**	**(33.6)**	**580**	**454**	**(21.7)**

1 Special factors affecting EBITDA: EUR -8mn in Q4/17, EUR 36mn in Q2/18, EUR 4mn in Q3/18 and EUR 2mn in Q4/18.

2 As of January 1, 2018, fixed and mobile revenues are shown without internal revenues now. Figures of the previous periods were adjusted.

GREECE

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		2.547	2.551	2.552	2.547	2.566	0.7	2.547	2.566	**0.7**
- IP Access Lines	('000)		1.156	1.301	1.496	1.680	1.894	63.8	1.156	1.894	63.8
Broadband Customers Retail	('000)	1	1.757	1.800	1.830	1.855	1.893	7.7	1.757	1.893	7.7
TV Customers (IPTV, SAT, Cable)	('000)		523	526	523	531	540	3.3	523	540	3.3
ULLs/Wholesale PSTN Access Lines	('000)		2.117	2.127	2.134	2.131	2.143	1.2	2.117	2.143	1.2
Wholesale Broadband Access Lines	('000)		86	96	106	118	132	53.5	86	132	53.5
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		236	213	234	257	222	(5.9)	942	926	(1.7)
Service revenue EXCL. IFRS 15	(€)			219	241	264	229	n.a.		954	n.a.
CUSTOMERS	**('000)**		**7.981**	**8.053**	**8.163**	**8.123**	**7.893**	**(1.1)**	**7.981**	**7.893**	**(1.1)**
- contract	('000)		2.231	2.241	2.255	2.256	2.255	1.1	2.231	2.255	1.1
- prepaid	('000)		5.750	5.813	5.907	5.866	5.637	(2.0)	5.750	5.637	(2.0)
NET ADDS	**('000)**		**114**	**72**	**109**	**(40)**	**(230)**	**n.a.**	**256**	**(89)**	**n.a.**
- contract	('000)		9	9	15	1	(1)	n.a.	13	24	84.6
- prepaid	('000)		105	63	95	(41)	(229)	n.a.	243	(112)	n.a.
AVERAGE MONTHLY CHURN	**(%)**		**2.2**	**1.9**	**1.9**	**1.8**	**2.5**	**0.3p**	**2.0**	**2.0**	**0.0p**
- contract	(%)		1.3	1.3	1.1	1.3	1.3	0.0p	1.3	1.3	0.0p
ARPU	**€**		**10**	**9**	**10**	**11**	**9**	**(10.0)**	**10**	**10**	**0.0**
- contract	€		25	22	24	27	22	(12.0)	26	23	(11.5)
- prepaid	€		4	4	4	4	4	0.0	4	4	0.0
MOU PER CUSTOMER	**(min)**		**273**	**258**	**278**	**281**	**280**	**2.6**	**273**	**274**	**0.4**
- contract	(min)		434	412	426	443	427	(1.6)	435	427	(1.8)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

ROMANIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**266**	**226**	**238**	**227**	**242**	**(9.0)**	**972**	**933**	**(4.0)**
PRODUCT VIEW			**266**	**226**	**238**	**227**	**242**	**(9.0)**	**972**	**933**	**(4.0)**
- Fixed network			138	112	122	115	141	2.2	528	491	(7.0)
- Mobile communications			128	114	116	112	101	(21.1)	444	443	(0.2)
SEGMENT VIEW			**266**	**226**	**238**	**227**	**242**	**(9.0)**	**972**	**933**	**(4.0)**
- of which Consumer			156	146	142	136	130	(16.7)	588	554	(5.8)
- of which Business			67	48	60	53	59	(11.9)	213	220	3.3
EBITDA		1	**47**	**33**	**37**	**41**	**26**	**(44.7)**	**166**	**138**	**(16.9)**
EBITDA MARGIN (EBITDA / TOTAL REVENUE)	%		**17.7**	**14.6**	**15.5**	**18.2**	**10.7**	**(7.0p)**	**17.1**	**14.8**	**(2.3p)**
CASH CAPEX (AS REPORTED)			**40**	**39**	**32**	**38**	**40**	**0.0**	**162**	**148**	**(8.6)**

1 Special factors affecting EBITDA:EBITDA: EUR 6mn in Q4/17, EUR 1mn in Q2/18, EUR 2mn in Q3/18 and EUR 18mn in Q4/18.

ROMANIA

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		1.865	1.823	1.803	1.772	1.741	(6.6)	1.865	1.741	(6.6)
- IP Access lines	('000)		630	682	745	775	821	30.3	630	821	30.3
Broadband Customers Retail	('000)	1	1.134	1.124	1.117	1.108	1.101	(2.9)	1.134	1.101	(2.9)
TV Customers (IPTV, SAT, Cable)	('000)		1.470	1.464	1.463	1.454	1.443	(1.8)	1.470	1.443	(1.8)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		92	82	82	82	76	(17.4)	336	322	(4.2)
Service revenue EXCL. IFRS 15	(€)			84	84	84	78	n.a.		330	n.a.
CUSTOMERS	**('000)**		**5.258**	**5.236**	**5.282**	**5.302**	**5.360**	**1.9**	**5.258**	**5.360**	**1.9**
- contract	('000)		2.148	2.188	2.259	2.312	2.317	7.9	2.148	2.317	7.9
- prepaid	('000)		3.109	3.048	3.023	2.990	3.043	(2.1)	3.109	3.043	(2.1)
NET ADDS	**('000)**		**27**	**(22)**	**46**	**20**	**58**	**n.a.**	**(464)**	**103**	**n.a.**
- contract	('000)		51	40	71	53	5	(90.2)	141	169	19.9
- prepaid	('000)		(24)	(61)	(25)	(32)	53	n.a.	(605)	(67)	88.9
AVERAGE MONTHLY CHURN	**(%)**		**3.4**	**3.2**	**3.2**	**3.8**	**4.1**	**0.7p**	**3.4**	**3.6**	**0.2p**
- contract	(%)		2.4	2.2	1.7	2.3	3.2	0.8p	1.7	2.4	0.7p
ARPU	**€**		**6**	**5**	**5**	**5**	**5**	**(16.7)**	**5**	**5**	**0.0**
- contract	€		10	9	8	8	7	(30.0)	9	8	(11.1)
- prepaid	€		3	3	3	3	3	0.0	3	3	0.0
MOU PER CUSTOMER	**(min)**		**317**	**316**	**320**	**310**	**318**	**0.3**	**300**	**316**	**5.3**
- contract	(min)		413	410	411	384	405	(1.9)	406	403	(0.7)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

HUNGARY

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**476**	**443**	**488**	**460**	**498**	**4.6**	**1.808**	**1.889**	**4.5**
PRODUCT VIEW		**476**	**443**	**488**	**460**	**498**	**4.6**	**1.808**	**1.889**	**4.5**
- Fixed network		233	216	250	210	241	3.4	865	918	6.1
- Mobile communications		242	226	238	250	256	5.8	943	971	3.0
SEGMENT VIEW		**476**	**443**	**488**	**460**	**498**	**4.6**	**1.808**	**1.889**	**4.5**
- of which Consumer		265	263	262	265	287	8.3	1.015	1.077	6.1
- of which Business		176	154	192	157	177	0.6	646	680	5.3
EBITDA	1	**127**	**121**	**143**	**148**	**135**	**6.3**	**545**	**547**	**0.4**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**26.7**	**27.3**	**29.3**	**32.2**	**27.1**	**0.4p**	**30.1**	**29.0**	**(1.1p)**
CASH CAPEX (AS REPORTED)		**83**	**50**	**52**	**56**	**108**	**30.1**	**260**	**266**	**2.3**

1 Special factors affecting EBITDA: EUR 5mn in Q4/17, EUR 1mn in Q1/18, EUR 2mn in Q2/18, EUR 3mn in Q3/18 and EUR 5 in Q4/18.

HUNGARY

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Change %	FY 2017	FY 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		1.632	1.634	1.640	1.651	1.663	1.9	1.632	1.663	1.9
- IP Access Lines	('000)		1.598	1.603	1.612	1.624	1.636	2.4	1.598	1.636	2.4
Broadband Customers Retail	('000)	1	1.073	1.088	1.104	1.126	1.148	7.0	1.073	1.148	7.0
TV Customers (IPTV, SAT, Cable)	('000)		1.026	1.038	1.045	1.065	1.087	5.9	1.026	1.087	5.9
ULLs/Wholesale PSTN Access Lines	('000)		4	4	4	4	4	0.0	4	4	0.0
Wholesale Broadband Access Lines	('000)		32	31	31	30	29	(9.4)	32	29	(9.4)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		195	175	180	182	178	(8.7)	742	715	(3.6)
Service revenue EXCL. IFRS 15	(€)			184	189	191	187	n.a.		752	n.a.
CUSTOMERS	**('000)**		**5.293**	**5.298**	**5.306**	**5.302**	**5.330**	**0.7**	**5.293**	**5.330**	**0.7**
- contract	('000)		3.415	3.434	3.481	3.537	3.579	4.8	3.415	3.579	4.8
- prepaid	('000)		1.878	1.864	1.825	1.765	1.751	(6.8)	1.878	1.751	(6.8)
NET ADDS	**('000)**		**(108)**	**5**	**8**	**(3)**	**(15)**	**86.1**	**(39)**	**(128)**	**n.a.**
- contract	('000)		33	19	47	56	42	27.3	260	164	(36.9)
- prepaid	('000)		(140)	(14)	(39)	(60)	(11)	92.1	(299)	(84)	71.9
AVERAGE MONTHLY CHURN	**(%)**		**2.0**	**1.1**	**1.2**	**1.5**	**1.3**	**(0.7p)**	**1.5**	**1.3**	**(0.2p)**
- contract	(%)		0.6	0.8	0.7	0.6	0.7	0.1p	0.7	0.7	0.0p
ARPU	**€**		**12**	**11**	**11**	**11**	**11**	**(8.3)**	**12**	**11**	**(8.3)**
- contract	€		17	15	15	16	15	(11.8)	17	15	(11.8)
- prepaid	€		4	3	3	4	3	(25.0)	3	3	0.0
MOU PER CUSTOMER	**(min)**		**203**	**200**	**226**	**222**	**219**	**7.9**	**206**	**221**	**7.3**
- contract	(min)		280	273	310	290	293	4.6	296	299	1.0

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

POLAND

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)[2]

Status Pre-final

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**392**	**375**	**368**	**392**	**390**	**(0.5)**	**1.509**	**1.526**	**1.1**
PRODUCT VIEW		**392**	**375**	**368**	**392**	**390**	**(0.5)**	**1.509**	**1.526**	**1.1**
- Fixed network		29	27	27	28	38	31.0	105	122	16.2
- Mobile communications		363	348	340	364	352	(3.0)	1.403	1.403	0.0
SEGMENT VIEW		**392**	**375**	**368**	**392**	**390**	**(0.5)**	**1.509**	**1.526**	**1.1**
- of which Consumer		213	211	204	214	212	(0.5)	834	841	0.8
- of which Business		133	127	122	125	145	9.0	508	520	2.4
EBITDA	1	**106**	**96**	**101**	**97**	**96**	**(9.4)**	**419**	**390**	**(6.9)**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**27.0**	**25.6**	**27.4**	**24.8**	**24.6**	**(2.4p)**	**27.8**	**25.6**	**(2.2p)**
CASH CAPEX (AS REPORTED)		**48**	**59**	**50**	**50**	**60**	**25.0**	**203**	**219**	**7.9**

1 Special factors affecting EBITDA: EUR 1mn in Q4/17, EUR 1mn in Q1/18, EUR 0mn in Q3/18 and EUR 1mn in Q4/18.

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

POLAND

OPERATIONALS

Status Pre-final

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Change %	FY 2017	FY 2018	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		32	27	26	19	18	(43.8)	32	18	(43.8)
- IP Accesslines	('000)		2	2	1	1	1	(50.0)	2	1	(50.0)
Broadband Customers Retail	('000)	1	25	23	23	20	18	(28.0)	25	18	(28.0)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		230	223	220	234	233	1.3	899	910	1.2
Service revenue EXCL. IFRS 15	(€)			219	215	219	222	n.a.		875	n.a.
CUSTOMERS	**('000)**		**10.454**	**10.509**	**10.609**	**10.693**	**10.787**	**3.2**	**10.454**	**10.787**	**3.2**
- contract	('000)		6.921	6.990	7.068	7.152	7.243	4.7	6.921	7.243	4.7
- prepaid	('000)		3.533	3.519	3.541	3.541	3.544	0.3	3.533	3.544	0.3
NET ADDS	**('000)**		**156**	**56**	**100**	**84**	**94**	**(39.7)**	**(180)**	**333**	**n.a.**
- contract	('000)		124	69	78	84	90	(27.4)	309	322	4.2
- prepaid	('000)		33	(14)	22	0	3	(90.9)	(490)	12	n.a.
AVERAGE MONTHLY CHURN	**(%)**		**1.5**	**1.4**	**1.3**	**1.4**	**1.3**	**(0.2p)**	**2.1**	**1.4**	**(0.7p)**
- contract	(%)		1.0	1.0	0.9	0.8	0.9	(0.1p)	1.1	0.9	(0.2p)
ARPU	**€**		**7**	**7**	**7**	**8**	**7**	**0.0**	**7**	**7**	**0.0**
- contract	€		10	9	9	10	10	0.0	10	10	0.0
- prepaid	€		3	3	3	3	3	0.0	3	3	0.0
MOU PER CUSTOMER	**(min)**		**269**	**260**	**253**	**248**	**245**	**(8.9)**	**255**	**252**	**(1.2)**
- contract	(min)		356	344	333	327	323	(9.3)	342	332	(2.9)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

CZECH REPUBLIC

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**271**	**254**	**258**	**261**	**274**	**1.1**	**1.011**	**1.047**	**3.6**
PRODUCT VIEW		**271**	**254**	**258**	**261**	**274**	**1.1**	**1.011**	**1.047**	**3.6**
- Fixed network		68	57	59	61	71	4.4	241	248	2.9
- Mobile communications		203	197	199	199	203	0.0	770	799	3.8
SEGMENT VIEW		**271**	**254**	**258**	**261**	**274**	**1.1**	**1.011**	**1.047**	**3.6**
- of which Consumer		134	128	131	130	135	0.7	499	525	5.2
- of which Business		122	111	114	114	124	1.6	449	462	2.9
EBITDA	1	**105**	**111**	**107**	**113**	**112**	**6.7**	**406**	**444**	**9.4**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**38.7**	**43.7**	**41.5**	**43.3**	**40.9**	**2.2p**	**40.2**	**42.4**	**2.2p**
CASH CAPEX (AS REPORTED)		**32**	**42**	**29**	**24**	**60**	**87.5**	**121**	**156**	**28.9**

1 Special factors affecting EBITDA: EUR 19mn in Q4/17, EUR 1mn in Q1/18, EUR 1mn in Q2/18, EUR 1mn in Q3/18 and EUR 2mn in Q4/18.

CZECH REPUBLIC

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		197	220	248	276	318	61.4	197	318	61.4
- IP Access Lines	('000)		185	209	237	266	309	67.0	185	309	67.0
Broadband Customers Retail	('000)	1	176	189	208	227	251	42.6	176	251	42.6
TV Customers (IPTV, SAT, Cable)	('000)		37	47	57	68	86	n.a.	37	86	n.a.
ULLs/Wholesale PSTN Access Lines	('000)		6	5	5	5	5	(16.7)	6	5	(16.7)
Wholesale Broadband Access Lines	('000)		2	0	0	0	0	(100.0)	2	0	(100.0)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)	2	185	179	183	184	183	(1.1)	715	728	1.8
Service revenue EXCL. IFRS 15	(€)			181	186	187	186	n.a.		741	n.a.
CUSTOMERS	**('000)**		**6.176**	**6.156**	**6.174**	**6.177**	**6.188**	**0.2**	**6.176**	**6.188**	**0.2**
- contract	('000)		3.854	3.885	3.932	3.967	3.999	3.8	3.854	3.999	3.8
- prepaid	('000)		2.323	2.272	2.242	2.210	2.189	(5.8)	2.323	2.189	(5.8)
NET ADDS	**('000)**		**0**	**(20)**	**18**	**3**	**11**	**n.a.**	**128**	**11**	**(91.4)**
- contract	('000)		35	31	47	35	32	(8.6)	167	145	(13.2)
- prepaid	('000)		(35)	(51)	(29)	(32)	(22)	37.1	(39)	(134)	n.a.
AVERAGE MONTHLY CHURN	**(%)**		**1.4**	**1.4**	**1.2**	**1.3**	**1.4**	**0.0p**	**1.3**	**1.3**	**0.0p**
- contract	(%)		0.5	0.6	0.5	0.5	0.6	0.1p	0.5	0.5	0.0p
ARPU	**€**		**10**	**10**	**10**	**10**	**10**	**0.0**	**10**	**10**	**0.0**
- contract	€		14	13	13	13	13	(7.1)	13	13	0.0
- prepaid	€		4	4	4	4	4	0.0	4	4	0.0
MOU PER CUSTOMER	**(min)**		**162**	**153**	**162**	**155**	**161**	**(0.6)**	**158**	**158**	**0.0**
- contract	(min)		231	215	227	214	221	(4.3)	228	219	(3.9)

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

2 The Q1/18 numbers are retrospectively adjusted due to technical problems.

CROATIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**241**	**222**	**233**	**261**	**249**	**3.3**	**955**	**966**	**1.2**
PRODUCT VIEW		**241**	**222**	**233**	**261**	**249**	**3.3**	**955**	**966**	**1.2**
- Fixed network		141	129	132	138	146	3.5	554	545	(1.6)
- Mobile communications		99	93	102	123	103	4.0	400	421	5.3
SEGMENT VIEW		**241**	**222**	**233**	**261**	**249**	**3.3**	**955**	**966**	**1.2**
- of which Consumer		123	118	121	125	123	0.0	493	487	(1.2)
- of which Business		82	70	74	82	93	13.4	306	318	3.9
EBITDA	1	**98**	**85**	**98**	**120**	**95**	**(3.1)**	**386**	**398**	**3.1**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**40.7**	**38.3**	**42.1**	**46.0**	**38.2**	**(2.5p)**	**40.4**	**41.2**	**0.8p**
CASH CAPEX (AS REPORTED)		**41**	**47**	**38**	**38**	**68**	**65.9**	**173**	**190**	**9.8**

1 Special factors affecting EBITDA: EUR 6mn in Q4/17, EUR 3mn in Q1/18, EUR 1mn in Q2/18, EUR 0mn in Q3/18 and EUR 2mn in Q4/18.

CROATIA

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		967	959	952	942	931	(3.7)	967	931	(3.7)
- IP Access Lines	('000)		967	959	952	942	931	(3.7)	967	931	(3.7)
Broadband Customers Retail	('000)	1	624	620	621	620	618	(1.0)	624	618	(1.0)
TV Customers (IPTV, SAT, Cable)	('000)		417	415	415	413	418	0.2	417	418	0.2
ULLs/Wholesale PSTN Access Lines	('000)		135	131	128	124	121	(10.4)	135	121	(10.4)
Wholesale Broadband Access Lines	('000)		131	130	129	129	129	(1.5)	131	129	(1.5)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		71	62	69	88	60	(15.5)	306	279	(8.8)
Service revenue EXCL. IFRS 15	(€)			70	79	97	69	n.a.		315	n.a.
CUSTOMERS	**('000)**		**2.244**	**2.229**	**2.268**	**2.331**	**2.273**	**1.3**	**2.244**	**2.273**	**1.3**
- contract	('000)		1.260	1.271	1.287	1.305	1.322	4.9	1.260	1.322	4.9
- prepaid	('000)		985	958	981	1.026	951	(3.5)	985	951	(3.5)
NET ADDS	**('000)**		**(52)**	**(15)**	**39**	**63**	**(58)**	**(11.5)**	**10**	**28**	**n.a.**
- contract	('000)		38	11	16	18	17	(55.3)	101	62	(38.6)
- prepaid	('000)		(90)	(26)	23	45	(75)	16.7	(91)	(34)	62.6
AVERAGE MONTHLY CHURN	**(%)**		**3.1**	**2.2**	**2.0**	**2.2**	**3.2**	**0.1p**	**2.5**	**2.4**	**(0.1p)**
- contract	(%)		0.9	1.1	0.9	1.0	1.2	0.3p	1.0	1.1	0.1p
ARPU	**€**		**11**	**9**	**10**	**13**	**9**	**(18.2)**	**11**	**10**	**(9.1)**
- contract	€		15	12	13	18	11	(26.7)	16	14	(12.5)
- prepaid	€		6	6	6	6	5	(16.7)	6	6	0.0
MOU PER CUSTOMER	**(min)**		**216**	**220**	**232**	**218**	**230**	**6.5**	**216**	**225**	**4.2**
- contract	(min)		270	268	285	277	276	2.2	276	277	0.4

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

SLOVAKIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**194**	**181**	**185**	**190**	**206**	**6.2**	**748**	**761**	**1.7**
PRODUCT VIEW		**194**	**181**	**185**	**190**	**206**	**6.2**	**748**	**761**	**1.7**
- Fixed network		101	92	96	97	104	3.0	379	389	2.6
- Mobile communications		92	88	89	93	101	9.8	369	372	0.8
SEGMENT VIEW		**194**	**181**	**185**	**190**	**206**	**6.2**	**748**	**761**	**1.7**
- of which Consumer		103	101	104	105	114	10.7	401	423	5.5
- of which Business		78	69	72	72	81	3.8	286	294	2.8
EBITDA	1	**71**	**80**	**78**	**82**	**82**	**15.5**	**315**	**322**	**2.2**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**36.6**	**44.2**	**42.2**	**43.2**	**39.8**	**3.2p**	**42.1**	**42.3**	**0.2p**
CASH CAPEX (AS REPORTED)		**32**	**45**	**32**	**29**	**37**	**15.6**	**127**	**143**	**12.6**

1 Special factors affecting EBITDA: EUR 1mn in Q4/17, EUR 1mn in Q3/18 and EUR 6 in Q4/18.

SLOVAKIA

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		858	860	859	851	853	(0.6)	858	853	(0.6)
- IP Access Lines	('000)		858	860	859	851	853	(0.6)	858	853	(0.6)
Broadband Customers Retail	('000)	1	516	525	532	533	543	5.2	516	543	5.2
TV Customers (IPTV, SAT, Cable)	('000)		592	600	605	607	617	4.2	592	617	4.2
Wholesale Broadband Access Lines	('000)		117	111	109	105	102	(12.8)	117	102	(12.8)
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		84	71	73	76	**73**	(13.1)	334	**293**	(12.3)
Service revenue EXCL. IFRS 15	(€)			83	85	87	86	n.a.		341	n.a.
CUSTOMERS	**('000)**		**2.243**	**2.282**	**2.320**	**2.339**	2.369	**5.6**	**2.243**	2.369	**5.6**
- contract	('000)		1.445	1.453	1.482	1.498	**1.523**	5.4	1.445	**1.523**	5.4
- prepaid	('000)		799	829	838	841	847	6.0	799	847	6.0
NET ADDS	**('000)**		**(2)**	**39**	**36**	**19**	**30**	**n.a.**	**18**	**126**	**n.a.**
- contract	('000)		16	9	28	16	25	56.3	(33)	78	n.a.
- prepaid	('000)		(18)	31	9	3	5	n.a.	52	48	(7.7)
AVERAGE MONTHLY CHURN	**(%)**		**1.4**	**1.2**	**1.2**	**1.6**	**1.6**	**0.2p**	**1.2**	**1.4**	**0.2p**
- contract	(%)		0.9	0.9	0.7	0.9	**0.9**	0.0p	1.3	**0.8**	(0.5p)
ARPU	**€**	2	**13**	**11**	**11**	**11**	10.0	**(23.1)**	**12**	11.0	**(8.3)**
- contract	€		18	15	15	15	**15**	(16.7)	18	**15**	(16.7)
- prepaid	€		3	3	3	3	3	0.0	3	3	0.0
MOU PER CUSTOMER	**(min)**		**139**	**179**	**181**	**171**	**177**	**27.3**	**167**	**177**	**6.0**
- contract	(min)		203	246	250	235	244	20.2	234	244	4.3

1 As of Q2/18 we show broadband customers retail instead of broadband accesses retail (based on the technology view) which have previously been reported. Figures of the previous periods were adjusted.

2 The Q2/18 numbers are retrospectively adjusted due to technical problems.

AUSTRIA

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)[1,2]

	Note	Q4 2017 €	Q1 2018 €	Q2 2018 €	Q3 2018 €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**234**	**218**	**214**	**289**	**334**	**42.7**	**900**	**1.055**	**17.2**
SEGMENT VIEW		**234**	**218**	**214**	**289**	**334**	**42.7**	**900**	**1.055**	**17.2**
- of which Consumer		164	149	146	206	240	46.3	631	741	17.4
- of which Business		40	39	39	48	55	37.5	158	181	14.6
EBITDA		**35**	**76**	**68**	**114**	**86**	**n.a.**	**266**	**345**	**29.7**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**15.0**	**34.9**	**31.8**	**39.4**	**25.7**	**10.7p**	**29.6**	**32.7**	**3.1p**
CASH CAPEX (AS REPORTED)		**48**	**54**	**41**	**65**	**81**	**68.8**	**157**	**241**	**53.5**

OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)	3				643	644	n.a.		644	n.a.
- IP	('000)					643	644	n.a.		644	n.a.
Broadband Customers	('000)	4				569	594	n.a.		594	n.a.
TV (IPTV, SAT, Cable)	('000)					456	451	n.a.		451	n.a.
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€)		195	168	168	180	177	(9.2)	777	692	(10.9)
Service revenue EXCL. IFRS 15	(€)			189	188	200	198	n.a.		775	n.a.
CUSTOMERS	**('000)**		**5.702**	**6.071**	**6.441**	**6.870**	**7.194**	**26.2**	**5.702**	**7.194**	**26.2**
- contract	('000)		3.308	3.314	3.329	3.438	3.474	5.0	3.308	3.474	5.0
- prepaid	('000)		2.394	2.757	3.112	3.431	3.720	55.4	2.394	3.720	55.4
NET ADDS	**('000)**		**501**	**369**	**370**	**345**	**324**	**(35.3)**	**1.092**	**1.408**	**28.9**
- contract	('000)		37	6	15	26	35	(5.4)	115	82	(28.7)
- prepaid	('000)		464	363	355	320	289	(37.7)	976	1.326	35.9
AVERAGE MONTHLY CHURN	**(%)**		**2.1**	**2.2**	**2.0**	**2.3**	**1.9**	**(0.2p)**	**2.4**	**2.1**	**(0.3p)**
- contract	(%)		2.7	2.7	2.6	2.8	2.8	0.1p	2.7	2.7	0.0p
ARPU	**€**		**12**	**10**	**9**	**9**	**8**	**(33.3)**	**13**	**9**	**(30.8)**
- contract	€		18	16	16	16	15	(16.7)	19	16	(15.8)
- prepaid	€		2	2	1	1	1	(50.0)	3	1	(66.7)
MOU PER CUSTOMER	**(min)**		**156**	**145**	**136**	**122**	**120**	**(23.1)**	**164**	**130**	**(20.7)**
- contract	(min)		199	197	194	181	190	(4.5)	198	190	(4.0)

1 On July 31, 2018 the acquistion of UPC was completed. The financial results of UPC are included starting with Q3/18. Previous periods were not restatet.
2 In the course of the Acquisiton of UPC Austria we report Fixed Network figures for the first time in Q3/18.
3 Includes TV-only customers.
4 In Q4/18 Business customers have been reclassified as Broadband Customers.

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SYSTEMS SOLUTIONS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)[1]

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**1.819**	**1.665**	**1.674**	**1.754**	**1.842**	**1.3**	**6.918**	**6.936**	**0.3**
International Revenue		475	437	450	476	448	(5.7)	1.889	1.810	(4.2)
NET REVENUE		**1.435**	**1.332**	**1.319**	**1.381**	**1.465**	**2.1**	**5.504**	**5.497**	**(0.1)**
EBITDA		**147**	**57**	**121**	**139**	**111**	**(24.5)**	**509**	**429**	**(15.7)**
EBITDA margin (EBITDA / total revenue) %		8.1	3.4	7.2	7.9	6.0	(2.1p)	7.4	6.2	(1.2p)
Depreciation, amortization and impairment losses		(102)	(95)	(99)	(99)	(105)	(2.9)	(387)	(398)	(2.8)
Profit (loss) from operations = EBIT		45	(38)	23	40	6	(86.7)	121	32	(73.6)
EBIT MARGIN %		**2.5**	**(2.3)**	**1.4**	**2.3**	**0.3**	**(2.2p)**	**1.7**	**0.5**	**(1.2p)**
CASH CAPEX (before spectrum investement)		**120**	**83**	**182**	**87**	110	**(8.3)**	**383**	462	**20.6**
ORDER ENTRY		**1.305**	**1.506**	**1.842**	**1.324**	**2.104**	**61.2**	**5.241**	**6.776**	**29.3**

FINANCIALS (AS REPORTED)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**1.819**	**1.665**	**1.674**	**1.754**	**1.842**	**1.3**	**6.918**	**6.936**	**0.3**
NET REVENUE		**1.435**	**1.332**	**1.319**	**1.381**	**1.465**	**2.1**	**5.504**	**5.497**	**(0.1)**
EBITDA		**66**	**19**	**71**	**85**	**(13)**	**n.a.**	**280**	**163**	**(41.8)**
EBITDA margin (EBITDA / total revenue) %		3.6	1.1	4.2	4.8	(0.7)	(4.3p)	4.0	2.4	(1.6p)
Depreciation, amortization and impairment losses	2	(103)	(95)	(99)	(103)	(157)	(52.4)	(1.636)	(453)	72.3
Profit (loss) from operations = EBIT	2	(37)	(76)	(28)	(17)	(170)	n.a.	(1.356)	(291)	78.5
CASH CAPEX		**120**	**83**	**182**	**87**	**110**	**(8.3)**	**383**	**462**	**20.6**

1 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.
2 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn €)

SYSTEMS SOLUTIONS

EBITDA RECONCILIATION[1]

		Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE			**1.819**	**1.665**	**1.674**	**1.754**	**1.842**	**1.3**	**6.918**	**6.936**	**0.3**
Profit (loss) from operations = EBIT		2	(37)	(76)	(28)	(17)	(170)	n.a.	(1.356)	(291)	78.5
- Depreciation, amortization and impairment losses		2	(103)	(95)	(99)	(103)	(157)	(52.4)	(1.636)	(453)	72.3
= EBITDA			**66**	**19**	**71**	**85**	**(13)**	**n.a.**	**280**	**163**	**(41.8)**
EBITDA margin	%		3.6	1.1	4.2	4.8	(0.7)	(4.3p)	4.0	2.4	(1.6p)
- Special factors affecting EBITDA			(80)	(38)	(51)	(54)	(123)	(53.8)	(229)	(266)	(16.2)
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)			**147**	**57**	**121**	**139**	**111**	**(24.5)**	**509**	**429**	**(15.7)**
EBITDA margin (adjusted for special factors)	%		8.1	3.4	7.2	7.9	6.0	(2.1p)	7.4	6.2	(1.2p)

SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECTS ON EBITDA		**(80)**	**(38)**	**(51)**	**(54)**	**(123)**	**(53.8)**	**(229)**	**(266)**	**(16.2)**
- of which personnel		(46)	(24)	(28)	(37)	(105)	n.a.	(132)	(194)	(47.0)
- of which other		(34)	(14)	(23)	(17)	(18)	47.1	(97)	(72)	25.8
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT	2	**(82)**	**(38)**	**(51)**	**(57)**	**(176)**	**n.a.**	**(1.477)**	**(322)**	**78.2**
- of which personnel		(46)	(24)	(28)	(37)	(105)	n.a.	(132)	(194)	(47.0)
- of which other	2	(36)	(14)	(23)	(20)	(71)	(97.2)	(1.345)	(128)	90.5

1 The business of T-Systems Polska Sp. z o.o., which was previously organizationally assigned to the Systems Solutions operating segment, is disclosed under the Europe operating segment as of September 1, 2017. Figures for prior periods were not adjusted.
2 Q3/2017: Impairment Goodwill T-Systems Market Unit (1.2 bn €)

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GROUP DEVELOPMENT

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**561**	**528**	**535**	**544**	**578**	**3.0**	**2.263**	**2.185**	**(3.5)**
Netherlands		342	309	318	335	360	5.3	1.355	1.322	(2.4)
DFMG		217	218	217	209	218	0.5	864	862	(0.2)
Other		2	0	0	0	0	(100.0)	44	0	(100.0)
EBITDA		**220**	**231**	**233**	**227**	**230**	**4.5**	**915**	**921**	**0.6**
Netherlands		94	108	109	104	104	10.6	421	425	1.0
DFMG		133	130	131	131	136	2.3	510	529	3.7
Other		(7)	(7)	(7)	(8)	(10)	(42.9)	(16)	(33)	n.a.
EBITDA margin (EBITDA / total revenue) %		39.2	43.8	43.6	41.7	39.8	0.6p	40.4	42.2	1.8p
Depreciation, amortization and impairment losses		(89)	(78)	(80)	(86)	(89)	0.0	(304)	(334)	(9.9)
Profit (loss) from operations = EBIT		131	153	153	141	141	7.6	611	587	(3.9)
CASH CAPEX (before spectrum investement)		**76**	**85**	**56**	**60**	**69**	**(9.2)**	**290**	**271**	**(6.6)**

FINANCIALS (AS REPORTED)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**561**	**528**	**535**	**544**	**578**	**3.0**	**2.263**	**2.185**	**(3.4)**
NET REVENUE		**408**	**376**	**384**	**397**	**422**	**3.4**	**1.660**	**1.579**	**(4.9)**
EBITDA	1	**176**	**227**	**228**	**220**	**218**	**23.9**	**1.808**	**893**	**(50.6)**
Depreciation, amortization and impairment losses		(89)	(78)	(80)	(86)	(89)	0.0	(304)	(334)	(9.9)
Profit (loss) from operations = EBIT		87	148	149	134	129	48.3	1.504	560	(62.8)
CASH CAPEX		**76**	**85**	**56**	**60**	**69**	**(9.2)**	**290**	**271**	**(6.6)**

1 Q1/17 Income from the sale of stake in Strato AG.
Q2/17: Income from the sale of stake in Scout24.
Q3/17: Income from settlement agreement with BT.

GROUP DEVELOPMENT

EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**561**	**528**	**535**	**544**	**578**	**3.0**	**2.263**	**2.185**	**(3.4)**
Profit (loss) from operations = EBIT		87	148	149	134	129	48.3	1.504	560	(62.8)
- Depreciation, amortization and impairment losses		(89)	(78)	(80)	(86)	(89)	0.0	(304)	(334)	(9.9)
= EBITDA		**176**	**227**	**228**	**220**	**218**	**23.9**	**1.808**	**893**	**(50.6)**
EBITDA margin %		31.4	43.0	42.6	40.4	37.7	6.3p	79.9	40.9	(39.0p)
- Special factors affecting EBITDA		(44)	(5)	(5)	(7)	(12)	72.7	893	(27)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		**220**	**231**	**233**	**227**	**230**	**4.5**	**915**	**921**	**0.7**
EBITDA margin (adjusted for special factors) %		39.2	43.8	43.6	41.7	39.8	0.6p	40.4	42.2	1.8p

SPECIAL FACTORS[1]

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECTS ON EBITDA		**(44)**	**(5)**	**(5)**	**(7)**	**(12)**	**72.7**	**893**	**(27)**	**n.a.**
- of which personnel		(3)	(2)	(2)	(1)	(1)	66.7	1	(6)	n.a.
- of which other		(41)	(3)	(3)	(6)	(10)	75.6	892	(22)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		**(44)**	**(5)**	**(5)**	**(7)**	**(12)**	**72.7**	**893**	**(27)**	**n.a.**
- of which personnel		(3)	(2)	(2)	(1)	(1)	66.7	1	(6)	n.a.
- of which other		(41)	(3)	(3)	(6)	(10)	75.6	892	(22)	n.a.

1 Q1/17 Income from the sale of stake in Strato AG.
Q2/17: Income from the sale of stake in Scout24.
Q3/17: Income from settlement agreement with BT.

NETHERLANDS

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**342**	**309**	**318**	**335**	**360**	**5.3**	**1.355**	**1.322**	**(2.4)**
PRODUCT VIEW		**342**	**309**	**318**	**335**	**360**	**5.3**	**1.355**	**1.322**	**(2.4)**
- Fixed network		23	23	24	25	26	14.8	89	98	10.1
- Mobile communications		319	286	294	310	333	4.4	1.266	1.224	(3.3)
SEGMENT VIEW		**342**	**309**	**318**	**335**	**360**	**5.3**	**1.355**	**1.322**	**(2.4)**
- of which Consumer		223	201	203	214	231	3.6	890	849	(4.6)
- of which Business		65	59	61	63	70	7.7	252	253	0.4
EBITDA		**94**	**108**	**109**	**104**	**104**	**10.6**	**421**	**425**	**1.0**
EBITDA MARGIN (EBITDA / TOTAL REVENUE) %		**27.5**	**35.0**	**34.3**	**31.0**	**28.9**	**1.4p**	**31.1**	**32.1**	**1.0p**
CASH CAPEX (AS REPORTED)		**47**	**57**	**35**	**29**	**36**	**(23.4)**	**172**	**157**	**(8.7)**

NETHERLANDS
OPERATIONALS

		Note	Q4 2017	Q1 2018	Q2 2018	Q3 2018	**Q4 2018**	Change %	FY 2017	**FY 2018**	Change %
FIXED NETWORK (END OF PERIOD)											
Fixed network Access Lines	('000)		191	198	210	227	241	26.2	191	241	26.2
- IP	('000)		191	198	210	227	241	26.2	191	241	26.2
Broadband Customers	('000)		191	198	210	227	241	26.2	191	241	26.2
MOBILE COMMUNICATIONS (END OF PERIOD)											
Service revenue	(€ million)		213	193	194	208	198	(7.0)	888	794	(10.6)
Service Revenues EXCL. IFRS 15	(€ million)			207	207	219	207	n.a.		839	n.a.
CUSTOMERS	**('000)**		**3.850**	**3.905**	**3.967**	**4.004**	**4.021**	**4.4**	**3.850**	**4.021**	**4.4**
- contract	('000)		3.254	3.337	3.424	3.481	3.518	8.1	3.254	3.518	8.1
- prepaid	('000)		596	568	543	523	503	(15.6)	596	503	(15.6)
NET ADDS	**('000)**		**(26)**	**55**	**62**	**37**	**17**	**n.a.**	**104**	**170**	**63.5**
- contract	('000)		77	83	87	57	37	(51.9)	272	264	(2.9)
- prepaid	('000)		(102)	(28)	(25)	(20)	(20)	80.4	(168)	(93)	44.6
AVERAGE MONTHLY CHURN	**(%)**		**2.0**	**1.3**	**1.2**	**1.3**	**1.4**	**(0.6p)**	**1.4**	**1.3**	**(0.1p)**
- contract	(%)		1.0	1.0	0.9	1.0	**1.1**	0.1p	**1.0**	**1.0**	0.0p
ARPU	**€**		**18**	**16**	**16**	**17**	**17**	**(5.3)**	**19**	**18**	**(7.6)**
- contract	€		20	19	19	19	19	(5.3)	22	20	(10.3)
- prepaid	€		4	4	4	4	4	4.3	4	4	(3.1)
MOU PER CUSTOMER	**(min)**		**216**	**219**	**221**	**208**	**222**	**2.6**	**197**	**217**	**10.4**
- contract	(min)		251	250	249	232	247	(1.7)	235	245	4.1

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GROUP HEADQUARTERS & GROUP SERVICES

FINANCIALS (ADJUSTED FOR SPECIAL FACTORS)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q3 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**674**	**651**	**767**	**677**	**640**	**(5.0)**	**2.935**	**2.735**	**(6.8)**
NET REVENUE		**55**	**48**	**43**	**46**	**50**	**(9.1)**	**278**	**186**	**(33.1)**
EBITDA		**(370)**	**(70)**	**41**	**(114)**	**(373)**	**(0.8)**	**(661)**	**(515)**	**22.1**
EBITDA margin (EBITDA / total revenue) %		(54.9)	(10.8)	5.3	(16.8)	(58.3)	(3.4p)	(22.5)	(18.8)	3.7p
Depreciation, amortization and impairment losses		(158)	(162)	(269)	(184)	(210)	(32.9)	(657)	(825)	(25.6)
Profit (loss) from operations = EBIT		(528)	(232)	(227)	(298)	(583)	(10.4)	(1.318)	(1.340)	(1.7)
CASH CAPEX (before spectrum investement)		**294**	**248**	**247**	**253**	**329**	**11.9**	**1.005**	**1.078**	**7.3**

FINANCIALS (AS REPORTED)

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**674**	**651**	**767**	**677**	**640**	**(5.0)**	**2.935**	**2.735**	**(6.8)**
NET REVENUE		**55**	**48**	**43**	**46**	**50**	**(9.1)**	**278**	**186**	**(33.1)**
EBITDA		**(428)**	**(162)**	**(12)**	**(182)**	**(481)**	**(12.4)**	**(780)**	**(837)**	**(7.3)**
EBITDA margin (EBITDA / total revenue) %		(63.5)	(24.9)	(1.6)	(26.9)	(75.2)	(11.7p)	(26.6)	(30.6)	(4.0p)
Depreciation, amortization and impairment losses		(158)	(162)	(269)	(184)	(210)	(32.9)	(657)	(825)	(25.6)
Profit (loss) from operations = EBIT		(586)	(324)	(281)	(366)	(692)	(18.1)	(1.437)	(1.662)	(15.7)
CASH CAPEX		**294**	**248**	**247**	**253**	**329**	**11.9**	**1.005**	**1.078**	**7.3**

GROUP HEADQUARTERS & GROUP SERVICES

EBITDA RECONCILIATION

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
TOTAL REVENUE		**674**	**651**	**767**	**677**	**640**	**(5.0)**	**2.935**	**2.735**	**(6.8)**
Profit (loss) from operations = EBIT		(586)	(324)	(281)	(366)	(692)	(18.1)	(1.437)	(1.662)	(15.7)
- Depreciation, amortization and impairment losses		(158)	(162)	(269)	(184)	(210)	(32.9)	(657)	(825)	(25.6)
= EBITDA		**(428)**	**(162)**	**(12)**	**(182)**	**(481)**	**(12.4)**	**(780)**	**(837)**	**(7.3)**
EBITDA margin %		(63.5)	(24.9)	(1.6)	(26.9)	(75.2)	(11.7p)	(26.6)	(30.6)	(4.0p)
- Special factors affecting EBITDA		(58)	(92)	(54)	(68)	(109)	(87.9)	(119)	(322)	n.a.
= EBITDA (ADJUSTED FOR SPECIAL FACTORS)		**(370)**	**(70)**	**41**	**(114)**	**(373)**	**(0.8)**	**(661)**	**(515)**	**22.1**
EBITDA margin (adjusted for special factors) %		(54.9)	(10.8)	5.3	(16.8)	(58.3)	**(3.4p)**	(22.5)	(18.8)	**3.7p**

SPECIAL FACTORS

	Note	Q4 2017 millions of €	Q1 2018 millions of €	Q2 2018 millions of €	Q3 2018 millions of €	**Q4 2018 millions of €**	Change %	FY 2017 millions of €	**FY 2018 millions of €**	Change %
EFFECTS ON EBITDA		**(58)**	**(92)**	**(54)**	**(68)**	**(109)**	**(87.9)**	**(119)**	**(322)**	**n.a.**
- of which personnel		(31)	(76)	(106)	(53)	(53)	(71.0)	(107)	(288)	n.a.
- of which other		(27)	(16)	52	(14)	(56)	n.a.	(12)	(34)	n.a.
EFFECTS ON PROFIT (LOSS) FROM OPERATIONS = EBIT		**(58)**	**(92)**	**(54)**	**(68)**	**(109)**	**(87.9)**	**(119)**	**(322)**	**n.a.**
- of which personnel		(31)	(76)	(106)	(53)	(53)	(71.0)	(107)	(288)	n.a.
- of which other		(27)	(16)	52	(14)	(56)	n.a.	(12)	(34)	n.a.

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GLOSSARY AND DISCLAIMER

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

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.