

ADDITIONAL INFORMATION

RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES

SPECIAL FACTORS

The following table presents a reconciliation of EBITDA, EBIT, and net profit/loss to the respective figures adjusted for special factors.

Reconciliations are presented for the reporting period, the prior-year period, and the full 2017 financial year:

millions of €

	EBITDA Q1-Q3 2018	EBIT Q1-Q3 2018	EBITDA Q1-Q3 2017	EBIT Q1-Q3 2017	EBITDA FY 2017	EBIT FY 2017
EBITDA/EBIT	16,699	7,053	19,267	8,699	23,969	9,383
GERMANY	(481)	(481)	(228)	(228)	(308)	(308)
Staff-related measures	(455)	(455)	(155)	(155)	(221)	(221)
Non-staff-related restructuring	(22)	(22)	(15)	(15)	(26)	(26)
Effects of deconsolidations, disposals and acquisitions	-	-	-	-	-	-
Impairment losses	-	-	-	-	-	-
Other	(4)	(4)	(58)	(58)	(61)	(61)
UNITED STATES	(59)	(59)	1,647	1,647	1,633	1,633
Staff-related measures	(10)	(10)	(5)	(5)	(7)	(7)
Non-staff-related restructuring	-	-	-	-	-	-
Effects of deconsolidations, disposals and acquisitions	(48)	(48)	1	1	(11)	(11)
Impairment losses	-	-	1,651	1,651	1,651	1,651
Other	-	-	-	-	-	-
EUROPE	(73)	(73)	(94)	(94)	(130)	(995)
Staff-related measures	(60)	(60)	(63)	(63)	(92)	(92)
Non-staff-related restructuring	-	-	-	-	(3)	(3)
Effects of deconsolidations, disposals and acquisitions	(9)	(9)	(1)	(1)	18	18
Impairment losses	-	-	-	-	-	(866)
Other	(4)	(4)	(30)	(30)	(53)	(52)
SYSTEMS SOLUTIONS	(143)	(146)	(148)	(1,396)	(229)	(1,477)
Staff-related measures	(89)	(89)	(87)	(87)	(132)	(132)
Non-staff-related restructuring	(1)	(1)	(1)	(1)	(2)	(2)
Effects of deconsolidations, disposals and acquisitions	-	-	-	-	-	-
Impairment losses	-	(3)	-	(1,247)	-	(1,242)
Other	(53)	(53)	(61)	(61)	(94)	(100)
GROUP DEVELOPMENT	(16)	(16)	937	937	893	893
Staff-related measures	(4)	(4)	3	3	1	1
Non-staff-related restructuring	-	-	(4)	(4)	(5)	(5)
Effects of deconsolidations, disposals and acquisitions	(11)	(11)	736	736	708	708
Impairment losses	-	-	-	-	-	-
Other	(1)	(1)	201	201	189	189
GROUP HEADQUARTERS & GROUP SERVICES	(214)	(214)	(62)	(62)	(119)	(119)
Staff-related measures	(236)	(236)	(78)	(78)	(107)	(107)
Non-staff-related restructuring	(51)	(51)	(15)	(15)	(49)	(49)
Effects of deconsolidations, disposals and acquisitions	(2)	(2)	42	42	63	63
Impairment losses	-	-	-	-	-	-
Other	75	75	(12)	(12)	(26)	(26)
GROUP	(985)	(989)	2,051	804	1,740	(374)
Staff-related measures	(855)	(855)	(382)	(382)	(559)	(559)
Non-staff-related restructuring	(74)	(74)	(35)	(35)	(85)	(85)
Effects of deconsolidations, disposals and acquisitions	(70)	(70)	778	778	778	778
Impairment losses	-	(3)	1,651	403	1,651	(463)
Other	14	14	40	40	(45)	(45)
EBITDA/EBIT (ADJUSTED FOR SPECIAL FACTORS)	17,684	8,042	17,215	7,895	22,230	9,757
Profit (loss) from financial activities (adjusted for special factors)	-	(1,394)	-	(2,360)	-	(2,895)
PROFIT (LOSS) BEFORE INCOME TAXES (ADJUSTED FOR SPECIAL FACTORS)	-	6,648	-	5,535	-	6,863
Income taxes (adjusted for special factors)	-	(1,897)	-	(1,513)	-	949
PROFIT (LOSS) (ADJUSTED FOR SPECIAL FACTORS)	-	4,751	-	4,022	-	7,812
PROFIT (LOSS) (ADJUSTED FOR SPECIAL FACTORS) ATTRIBUTABLE TO						
Owners of the parent (net profit (loss)) (adjusted for special factors)	-	3,749	-	3,382	-	6,039
Non-controlling interests (adjusted for special factors)	-	1,003	-	640	-	1,773

GROSS AND NET DEBT

Deutsche Telekom considers net debt to be an important performance indicator for investors, analysts, and rating agencies.

millions of €

	Sept. 30, 2018	Dec. 31, 2017	Change	Change %	Sept. 30, 2017
Financial liabilities (current)	7,319	8,358	(1,039)	(12.4)	9,250
Financial liabilities (non-current)	53,804	49,171	4,633	9.4	49,387
FINANCIAL LIABILITIES	61,124	57,529	3,595	6.2	58,637
Accrued interest	(674)	(692)	18	2.6	(639)
Other	(840)	(781)	(59)	(7.6)	(721)
GROSS DEBT	59,610	56,056	3,554	6.3	57,277
Cash and cash equivalents	2,235	3,312	(1,077)	(32.5)	2,860
Available-for-sale financial assets/ financial assets held for trading	–	7	(7)	n. a.	7
Derivative financial assets	900	1,317	(417)	(31.6)	1,427
Other financial assets	1,002	629	372	59.2	348
NET DEBT	55,473	50,791	4,682	9.2	52,635

RECONCILIATION FOR THE CHANGE IN DISCLOSURE OF KEY FIGURES FOR THE COMPARATIVE PERIOD IN THE FIRST THREE QUARTERS OF 2018

millions of €

	Comparative period						Dec. 31, 2017	
	Total revenue	Profit (loss) from operations (EBIT)	EBITDA	Adjusted EBITDA	Depreciation and amortization	Impairment losses	Segment assets	Segment liabilities
Q1-Q3 2017/SEPTEMBER 30, 2017								
PRESENTATION AS OF SEPTEMBER 30, 2017 – AS REPORTED								
Germany	16,256	3,281	6,132	6,360	(2,845)	(6)	33,667	26,566
United States	26,684	5,135	8,960	7,313	(3,821)	(4)	64,931	42,003
Europe	8,587	1,081	2,749	2,843	(1,666)	(2)	25,746	10,206
Systems Solutions	5,099	(1,319)	214	362	(291)	(1,242)	6,408	5,061
Group Development	1,702	1,417	1,632	695	(215)	0	9,997	5,549
Group Headquarters & Group Services	2,268	(895)	(395)	(333)	(475)	(25)	46,956	55,867
TOTAL	60,596	8,700	19,292	17,240	(9,313)	(1,278)	187,707	145,252
Reconciliation	(4,810)	(1)	(25)	(25)	24	–	(46,373)	(46,388)
GROUP	55,787	8,699	19,267	17,215	(9,289)	(1,278)	141,334	98,864
Q1-Q3 2017/SEPTEMBER 30, 2017								
+/- CHANGE IN DISCLOSURE: VIVENTO CUSTOMER SERVICES								
Germany	–	(44)	(43)	(42)	–	–	71	76
United States	–	–	–	–	–	–	–	–
Europe	–	–	–	–	–	–	–	–
Systems Solutions	–	–	–	–	–	–	–	–
Group Development	–	–	–	–	–	–	–	–
Group Headquarters & Group Services	(6)	44	43	42	–	–	–	(4)
TOTAL	(6)	–	–	–	–	–	71	72
Reconciliation	6	–	–	–	–	–	(71)	(72)
GROUP	–	–	–	–	–	–	–	–
Q1-Q3 2017/SEPTEMBER 30, 2017								
= PRESENTATION AS OF SEPTEMBER 30, 2018								
Germany	16,256	3,238	6,089	6,318	(2,845)	(6)	33,739	26,641
United States	26,684	5,135	8,960	7,313	(3,821)	(4)	64,931	42,003
Europe	8,587	1,081	2,749	2,843	(1,666)	(2)	25,746	10,206
Systems Solutions	5,099	(1,319)	214	362	(291)	(1,242)	6,408	5,061
Group Development	1,702	1,417	1,632	695	(215)	–	9,997	5,549
Group Headquarters & Group Services	2,262	(851)	(352)	(291)	(475)	(24)	46,957	55,863
TOTAL	60,590	8,700	19,292	17,240	(9,313)	(1,278)	187,778	145,323
Reconciliation	(4,804)	(1)	(25)	(25)	24	–	(46,444)	(46,459)
GROUP	55,787	8,699	19,267	17,215	(9,289)	(1,278)	141,334	98,864

FINANCIAL CALENDAR

November 8, 2018	February 21, 2019	March 28, 2019
Publication of the Interim Group Report as of September 30, 2018	Press conference on the 2018 financial statements and publication of the 2018 Annual Report	2019 shareholders' meeting
May 9, 2019	August 8, 2019	November 7, 2019
Publication of the Interim Group Report as of March 31, 2019	Publication of the Interim Group Report as of June 30, 2019	Publication of the Interim Group Report as of September 30, 2019

All dates are subject to change.

For more dates, an updated schedule, and information on webcasts, please go to www.telekom.com/financial-calendar.

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Further information on Deutsche Telekom is available at: www.telekom.com

This Interim Group Report can be downloaded from our Investor Relations website at: www.telekom.com/investor-relations

Our Annual Report is available online at:
www.telekom.com/geschaeftsbericht
www.telekom.com/annualreport

The English version of the Interim Group Report for January 1 to September 30, 2018 is a translation of the German version of the Interim Group Report. The German version is legally binding.

This Interim Group Report is a publication of Deutsche Telekom AG.

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