

# Key figures of the T-Mobile group (consolidated subsidiaries) for the first half of 2004 (H1/04)

(T-Mobile financial figures, including consolidation effects, unaudited)

Customers (thousands)	H1/04	H1/03	Delta	Delta %
T-Mobile International	65,665	56,540	9,125	16.1
T-Mobile Deutschland	27,059	25,258	1,801	7.1
T-Mobile UK <sup>1)</sup>	14,899	12,500	2,399	19.2
T-Mobile Austria	2,015	2,042	-27	-1.3
T-Mobile Czech Republic	4,075	3,607	468	13.0
T-Mobile Netherlands	2,224	1,690	534	31.6
T-Mobile USA	15,394	11,443	3,951	34.5

Revenue (millions of €)	H1/04	H1/03	Delta	Delta %
T-Mobile International	12,181	10,867	1,314	12.1
T-Mobile Deutschland	4,282	4,089	193	4.7
T-Mobile UK	2,241	2,096	145	6.9
T-Mobile Austria	446	532	-86	-16.2
T-Mobile Czech Republic	390	369	21	5.7
T-Mobile Netherlands	517	401	116	28.9
T-Mobile USA	4,390	3,449	941	27.3

Adjusted EBITDA (millions of €) <sup>2)</sup>	H1/04	H1/03	Delta	Delta %
T-Mobile International	3,607	3,257	350	10.7
T-Mobile Deutschland	1,605	1,688	-83	-4.9
T-Mobile UK	750	545	205	37.6
T-Mobile Austria	105	169	-65	-37.9
T-Mobile Czech Republic	173	174	-1	-0.6
T-Mobile Netherlands	32	6	26	433
T-Mobile USA	994	766	228	29.8

ARPU (€) <sup>3)</sup>	H1/04	H1/03	Delta	Delta %
T-Mobile Deutschland	23	24	-1	-
T-Mobile UK	31	29	2	-
T-Mobile Austria	30	31	-1	-
T-Mobile Czech Republic	14	15	-1	-
T-Mobile Netherlands	36	37	-2	-
T-Mobile USA	42	44	-2	-

<b>SACs per gross add (€)</b>	<b>H1/04</b>	<b>H1/03</b>	<b>Delta</b>	<b>Delta %</b>
T-Mobile Deutschland	97	101	-4	-4.0
T-Mobile UK	140	141	-1	-0.7
T-Mobile Austria	144	132	12	9.0
T-Mobile Czech Republic	30	36	-6	-16.7
T-Mobile Netherlands	201	166	35	21.1
T-Mobile USA	168	181	-13	-7.2

<b>Blended churn (in %)</b>	<b>H1/04</b>	<b>H1/03</b>	<b>Delta</b>	<b>Delta %</b>
T-Mobile Deutschland	1.4	1.4	0	-
T-Mobile UK	1.6	3.2	-1.6	-
T-Mobile Austria	1.9	1.6	0.3	-
T-Mobile Czech Republic	1.0	1.2	-0.2	-
T-Mobile Netherlands	2.2	3.2	-1.0	-
T-Mobile USA	2.9	3.0	-0.1	-

1) Including Virgin Mobile.

2) EBITDA: Results from ordinary business activities excluding net financial income/expense (including income/loss related to subsidiaries, associated and related companies), amortization and depreciation, other taxes.

Special factors affecting EBITDA in Q2 2004 included a EUR 1.8 billion reversal of previous write-downs in the carrying amount of mobile communications licenses, a EUR 600 million accrual for contingent losses in connection with the dissolution of the joint venture with Cingular and a subsequent gain from the sale of Virgin Mobile amounting to EUR 75 million.

3) ARPU comprises the monthly service charge, as well as voice, non-voice and roaming revenues. Unlike most of its competitors, T-Mobile does not include visitor revenues, which would increase the ARPU figure.