

ANALYST CONSENSUS Q3 / FY 2021 & FY 2022

[in EUR millions / as indicated]	3Q 21	# of estimates	High	Low	Median	FY 21	# of estimates	High	Low	Median	FY 22	# of estimates	High	Low	Median
Group															
Revenue	642,1	13	654,0	633,0	642,0	2.572,2	12	2.586,4	2.553,1	2.573,3	2.598,7	12	2.644,8	2.541,8	2.607,5
Gross profit	218,2	11	223,0	214,4	216,5	868,0	11	878,5	852,4	872,1	872,3	11	897,6	829,5	883,0
EBITDA	114,1	13	117,8	107,2	115,0	439,9	12	443,9	435,8	440,2	438,8	12	447,8	407,4	440,6
Free cash flow	57,9	13	62,8	54,0	58,0	224,0	12	231,1	214,0	225,2	231,1	12	251,9	216,8	229,3
Segments															
Mobile Communications															
Revenue	571,9	13	587,5	560,0	572,2	2.289,4	12	2.312,2	2.263,8	2.290,6	2.305,8	12	2.356,8	2.248,4	2.304,4
Gross profit	164,7	12	168,2	159,7	164,4	660,0	12	672,3	647,8	659,5	659,5	12	681,2	629,7	666,8
EBITDA	93,0	13	95,8	88,1	93,2	358,2	12	365,3	350,9	357,8	354,3	12	365,5	338,4	354,0
Postpaid customer [in '000s]	7.133,5	13	7.157,6	7.117,0	7.133,0	7.164,5	12	7.192,6	7.138,0	7.170,9	7.226,7	12	7.270,0	7.113,0	7.249,4
Postpaid ARPU [EUR]	18,1	12	18,3	17,9	18,1	18,0	12	18,0	17,9	18,0	17,9	12	18,4	17,6	18,0
TV and Media															
Revenue	68,8	13	70,4	63,8	69,5	276,8	12	281,5	267,6	278,2	283,3	12	293,4	264,2	284,1
Gross profit	46,1	12	50,6	40,5	46,6	182,4	12	194,1	169,1	183,1	187,2	12	198,4	172,0	188,3
EBITDA	24,3	13	27,7	21,0	24,1	95,0	12	100,0	88,7	95,5	97,6	12	109,0	83,9	97,7
freenet TV subscribers (RGU) [in '000s]	826,3	13	835,0	815,0	825,0	810,2	12	832,0	795,0	805,0	776,8	12	845,0	720,0	771,0
waipu.tv subscribers [in '000s]	673,7	13	694,6	654,6	669,6	719,7	12	772,0	689,0	719,1	840,2	12	947,0	714,6	841,8

As of 28 October 2021

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