

## ANALYST CONSENSUS Q4 / FY 2021 & FY 2022

	4Q 21	# of estimates	High	Low	Median	FY 21	# of estimates	High	Low	Median	FY 22	# of estimates	High	Low	Median	
[in EUR millions / as indicated]																
<b>Group</b>																
Revenue	685,0	12	701,8	669,0	686,2	2.564,9	12	2.582,6	2.548,0	2.567,1	2.609,7	12	2.660,5	2.554,3	2.609,5	
Gross profit	223,5	11	245,6	206,9	221,8	862,5	11	884,7	846,0	861,0	877,1	11	899,3	861,0	878,0	
EBITDA	102,4	12	106,5	98,0	102,8	442,3	12	446,4	438,0	442,7	453,2	12	464,2	432,1	455,0	
Free cash flow	53,4	12	59,2	46,7	54,4	227,0	12	232,2	220,9	227,3	236,8	12	244,1	222,8	239,3	
<b>Segments</b>																
<b>Mobile Communications</b>																
Revenue	611,8	12	632,5	588,5	616,0	2.282,8	12	2.303,6	2.259,5	2.287,1	2.315,1	12	2.372,3	2.257,2	2.319,2	
Gross profit	169,0	11	182,4	155,1	168,3	658,9	11	672,3	645,0	658,2	665,5	11	685,2	654,3	666,0	
EBITDA	82,1	12	90,6	75,1	82,0	359,6	12	368,0	352,6	359,5	364,6	12	377,3	346,6	366,8	
Postpaid customer [in '000s]	7.165,7	12	7.179,0	7.140,0	7.169,5	7.165,7	12	7.179,0	7.140,0	7.169,5	7.238,1	12	7.269,0	7.188,6	7.249,3	
Postpaid ARPU [EUR]	18,1	12	18,4	17,9	18,1	18,1	12	18,4	18,0	18,1	18,1	12	18,5	17,7	18,0	
<b>TV and Media</b>																
Revenue	71,2	12	76,6	67,6	71,4	279,2	12	281,9	271,7	280,3	286,7	12	296,7	275,0	287,8	
Gross profit	45,9	11	55,1	33,2	47,1	181,8	11	191,0	169,1	183,0	187,7	11	199,0	176,7	187,6	
EBITDA	23,7	12	26,7	19,8	23,6	95,8	12	98,8	92,0	95,7	100,0	12	105,7	94,3	100,4	
freenet TV subscribers (RGU) [in '000s]	792,1	12	805,0	781,9	790,2	792,1	12	805,0	781,9	790,2	742,5	12	821,1	683,4	732,0	
waipu.tv subscribers [in '000s]	707,2	12	728,5	697,5	704,5	707,2	12	728,5	697,5	704,5	823,2	12	930,3	728,5	826,8	

As of 21 February 2022

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For further information please contact freenet Investor Relations at: +49 (0)40 51306 778 or at: [ir@freenet.ag](mailto:ir@freenet.ag)