

ANALYST CONSENSUS Q3 / FY 22 & FY 23

	3Q 22	# of estimates	High	Low	Median	FY 22	# of estimates	High	Low	Median	FY 23	# of estimates	High	Low	Median	
[in EUR millions / as indicated]																
Group																
Revenue	645,6	13	659,1	627,0	646,1	2.567,0	13	2.589,5	2.518,0	2.568,7	2.604,6	13	2.649,0	2.552,1	2.608,7	
Gross profit	220,9	12	231,0	214,9	219,6	878,7	12	915,6	866,9	876,3	893,2	12	922,5	857,6	896,6	
EBITDA	120,8	13	124,5	115,3	120,6	476,3	13	481,9	471,4	476,0	482,5	13	500,4	444,9	485,9	
Free cash flow	60,7	11	65,0	57,7	60,4	246,2	13	252,0	240,5	246,8	263,9	13	291,2	231,4	264,7	
Segments																
Mobile Communications																
Revenue	568,6	13	581,7	547,4	570,7	2.266,5	13	2.288,0	2.220,0	2.268,2	2.281,7	13	2.324,3	2.244,3	2.279,5	
Gross profit	167,3	12	175,0	164,0	166,5	664,1	12	690,0	657,0	661,1	666,3	12	707,0	637,9	665,5	
EBITDA	97,1	13	102,4	95,1	96,4	387,0	13	399,7	381,1	386,0	383,8	13	397,1	353,1	388,0	
Postpaid customer [in '000s]	7.223,8	13	7.230,0	7.215,3	7.225,3	7.250,8	12	7.261,3	7.230,3	7.254,2	7.316,5	12	7.358,0	7.260,3	7.326,1	
Postpaid ARPU [EUR]	18,25	13	18,49	17,80	18,30	17,94	13	18,08	17,80	17,93	17,90	13	18,4	17,7	17,9	
TV and Media																
Revenue	74,8	13	77,5	70,0	75,0	300,9	13	307,8	284,6	303,0	320,8	13	339,4	299,8	324,6	
Gross profit	48,9	12	51,1	46,4	48,8	196,0	12	206,0	188,5	196,4	206,7	12	219,1	192,0	208,5	
EBITDA	27,4	13	28,9	25,8	27,1	106,0	13	110,7	100,6	106,0	113,9	13	122,4	105,6	113,6	
freenet TV subscribers (RGU) [in '000s]	713,9	13	726,3	691,3	716,3	689,9	13	711,3	656,3	691,3	632,1	13	773,0	561,0	606,6	
waipu.tv subscribers [in '000s]	856,2	13	869,1	839,4	855,2	910,5	13	939,3	882,6	910,2	1.159,8	13	1.345,2	978,7	1.172,0	

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