

ANALYST CONSENSUS Q4 / FY 22 & FY 23

	4Q 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	678,7	14	690,4	660,1	681,7	2.567,7	14	2.579,5	2.549,0	2.570,7	2.608,0	14	2.643,5	2.570,6	2.608,4	
Gross profit	221,6	13	246,1	208,1	219,9	880,5	13	906,0	865,6	877,4	900,2	13	931,0	850,3	898,7	
EBITDA	113,6	14	120,1	105,7	113,3	475,9	14	482,4	468,0	475,6	485,7	14	499,7	435,5	490,3	
Free cash flow	61,6	13	73,0	56,3	60,0	248,0	14	255,3	243,6	247,0	263,6	14	290,0	225,3	261,4	
Dividend per share [EUR]						1,66	14	1,70	1,60	1,65	1,75	14	1,95	1,52	1,74	
Segments																
Mobile Communications																
Revenue	598,4	14	606,4	583,4	601,4	2.267,8	14	2.276,3	2.253,7	2.269,0	2.282,8	14	2.322,5	2.256,3	2.284,5	
Gross profit	164,6	13	191,5	152,6	162,0	663,3	13	690,0	651,1	660,6	666,6	13	692,2	626,4	668,2	
EBITDA	93,2	14	98,3	84,3	94,6	385,4	14	390,7	376,7	387,1	385,0	14	396,9	340,6	389,5	
Postpaid customer [in '000s]	7.269,7	14	7.372,1	7.217,7	7.271,5	7.269,2	14	7.372,1	7.211,2	7.271,5	7.346,3	14	7.452,1	7.248,3	7.358,0	
Postpaid ARPU [EUR]	17,9	13	18,1	17,8	17,9	17,9	14	18,0	17,8	17,9	17,9	14	18,4	17,7	17,8	
TV and Media																
Revenue	79,6	14	83,5	71,5	80,6	304,6	14	309,1	288,8	306,2	328,2	14	342,9	307,7	329,8	
Gross profit	51,8	13	60,7	45,0	51,5	197,2	13	206,0	193,2	196,7	212,5	13	228,5	196,4	212,6	
EBITDA	24,5	14	27,3	21,9	24,2	107,6	14	110,4	105,1	107,3	117,3	14	126,5	110,9	116,9	
freenet TV subscribers (RGU) [in '000s]	684,3	14	697,0	661,7	686,6	684,3	14	697,0	661,7	686,6	603,3	14	651,7	567,0	599,3	
waipu.tv subscribers [in '000s]	928,9	14	967,5	884,8	928,4	928,9	14	967,5	884,8	928,4	1.209,0	14	1.356,8	1.071,8	1.215,0	

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