

## ANALYST CONSENSUS pre 1Q23 results

	1Q 23	# of estimates	High	Low	Median	FY 23	# of estimates	High	Low	Median	FY 24	# of estimates	High	Low	Median	
[in EUR millions / as indicated]																
<b>Group</b>																
Revenue	627,5	11	647,0	619,9	626,0	2.591,7	11	2.616,2	2.558,2	2.596,9	2.646,9	11	2.711,0	2.596,6	2.641,0	
Gross profit	222,9	11	226,0	215,3	224,4	903,8	11	922,0	873,1	907,0	924,9	11	952,0	857,6	925,9	
EBITDA	119,7	11	125,3	107,6	120,3	489,0	11	505,8	440,6	491,9	502,9	11	522,9	437,8	510,2	
Free cash flow	63,6	8	68,3	57,4	63,9	263,1	11	275,1	237,3	263,2	277,5	11	308,7	238,6	278,6	
Dividend per share [EUR]	n/a	n/a	n/a	n/a	n/a	1,76	11	1,85	1,60	1,75	1,86	11	2,08	1,60	1,88	
<b>Segments</b>																
<b>Mobile Communications</b>																
Revenue	548,6	11	564,6	543,1	547,2	2.261,1	11	2.277,4	2.217,1	2.265,8	2.286,8	11	2.371,0	2.252,7	2.279,7	
Gross profit	166,9	11	174,2	158,1	167,8	669,8	11	684,7	628,1	671,9	674,5	11	707,0	611,6	677,6	
EBITDA	98,2	11	102,0	86,4	98,9	395,3	11	413,1	349,8	401,1	396,3	11	424,0	329,8	405,7	
Postpaid customer [in '000s]	7.288,6	11	7.301,2	7.254,6	7.293,7	7.351,0	11	7.399,6	7.300,0	7.353,7	7.411,9	11	7.468,7	7.333,7	7.413,7	
Postpaid ARPU [EUR]	17,6	10	17,9	17,5	17,5	17,8	11	18,0	17,6	17,8	17,8	11	18,9	17,5	17,7	
<b>TV and Media</b>																
Revenue	80,1	11	82,1	75,5	80,5	335,0	11	352,2	313,1	336,1	360,7	11	391,1	339,4	355,7	
Gross profit	51,2	11	52,8	47,7	51,9	215,1	11	227,1	194,7	217,8	228,8	11	246,4	206,0	228,2	
EBITDA	26,9	11	29,6	21,7	27,4	117,1	11	126,7	109,6	117,0	128,0	11	138,8	117,5	128,4	
freenet TV subscribers (RGU) [in '000s]	662,4	11	677,0	655,6	660,6	594,7	11	650,0	565,6	585,6	534,1	11	663,0	457,0	510,6	
waipu.tv subscribers [in '000s]	1.052,9	11	1.080,0	1.038,2	1.050,0	1.337,6	11	1.425,0	1.207,5	1.370,0	1.583,0	11	1.796,3	1.346,5	1.672,3	

as of April 2023

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