



## ANALYST CONSENSUS pre 2Q23 results

	2Q 23	# of estimates	High	Low	Median	FY 23	# of estimates	High	Low	Median	FY 24	# of estimates	High	Low	Median	
[in EUR million / as indicated]																
<b>Group</b>																
Revenue	631,8	16	640,8	619,7	631,8	2.599,5	16	2.638,9	2.558,2	2.597,3	2.658,4	16	2.738,1	2.604,2	2.658,2	
Gross profit	225,7	15	231,1	214,8	226,5	910,2	15	928,3	887,4	911,0	934,3	15	971,2	902,1	933,4	
EBITDA	125,1	16	129,0	120,6	125,4	497,2	16	506,1	487,7	498,0	514,0	16	534,9	490,9	513,1	
Free cash flow	63,5	11	69,1	47,8	65,0	266,2	16	274,5	247,7	267,2	284,2	16	316,5	260,1	279,1	
Dividend per share [EUR]	n/a	n/a	n/a	n/a	n/a	1,77	16	1,85	1,68	1,76	1,88	16	2,14	1,68	1,85	
<b>Segments</b>																
<b>Mobile Communications</b>																
Revenue	551,6	16	560,1	538,6	552,4	2.269,2	16	2.300,6	2.217,1	2.274,5	2.297,4	16	2.352,7	2.234,6	2.295,0	
Gross profit	168,9	15	179,5	164,0	168,9	678,7	15	688,3	669,6	679,0	686,7	15	712,0	675,2	682,9	
EBITDA	100,4	16	105,4	96,6	100,5	409,0	16	498,9	389,3	405,4	413,7	16	517,1	381,7	410,8	
Postpaid customer [in '000s]	7.348,8	16	7.360,2	7.332,2	7.351,7	7.389,5	16	7.430,0	7.300,0	7.406,0	7.456,3	15	7.553,7	7.350,0	7.485,2	
Postpaid ARPU [EUR]	17,8	16	17,9	17,6	17,8	17,9	16	18,1	17,6	17,9	17,9	15	18,4	17,5	17,8	
<b>TV and Media</b>																
Revenue	81,3	16	84,3	74,1	81,6	334,4	16	351,1	309,5	336,7	362,9	15	413,7	322,6	362,8	
Gross profit	52,4	15	56,0	48,3	52,7	214,0	15	224,7	194,7	215,5	231,0	15	250,4	206,0	229,4	
EBITDA	29,6	16	31,6	25,3	30,1	115,3	16	120,0	105,9	116,4	128,1	15	141,5	115,3	127,2	
freenet TV subscribers (RGU) [in '000s]	634,8	16	643,6	623,6	635,9	584,6	16	613,6	550,0	587,1	523,8	15	617,1	453,6	505,6	
waipu.tv subscribers [in '000s]	1.153,6	16	1.188,3	1.123,3	1.153,3	1.368,7	16	1.450,0	1.267,5	1.370,0	1.701,0	15	1.969,1	1.509,7	1.678,3	

as of July 2023

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