

ANALYST CONSENSUS Q1 / FY 2022 & FY 2023

	1Q 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	627,1	12	638,7	620,1	625,8	2.588,8	11	2.611,0	2.571,9	2.584,8	2.616,1	12	2.665,0	2.575,0	2.615,6	
Gross profit	217,2	11	224,0	211,9	216,0	873,3	11	899,7	855,4	875,1	884,9	11	922,5	841,0	894,8	
EBITDA	111,9	12	114,4	104,7	112,5	459,7	12	463,5	444,5	461,0	466,9	12	480,4	430,9	471,2	
Free cash flow	58,1	11	62,4	47,8	60,0	237,7	12	245,0	216,0	240,2	250,6	12	0,0	219,8	253,3	
Segments																
Mobile Communications																
Revenue	553,8	12	564,5	547,8	553,0	2.287,2	12	2.302,0	2.271,0	2.289,0	2.306,5	11	2.343,0	2.276,2	2.305,0	
Gross profit	164,9	11	170,0	159,8	165,0	659,2	11	685,2	647,6	654,4	663,3	10	704,0	631,4	660,9	
EBITDA	91,8	12	94,0	87,4	92,3	372,9	12	381,8	364,2	371,6	373,3	11	386,8	350,7	376,0	
Postpaid customer [in '000s]	7.183,9	12	7.198,0	7.158,0	7.184,3	7.244,3	12	7.268,0	7.173,0	7.254,0	7.302,1	11	7.344,7	7.203,0	7.320,0	
Postpaid ARPU [EUR]	17,9	12	18,1	17,6	17,9	18,0	12	18,3	17,8	18,0	18,0	11	18,6	17,6	18,0	
TV and Media																
Revenue	72,0	12	77,0	68,0	72,0	294,0	12	304,7	279,3	296,5	304,5	11	322,7	290,0	306,2	
Gross profit	47,0	11	50,1	45,0	46,9	190,8	11	205,0	176,7	191,5	198,3	10	208,9	185,0	198,3	
EBITDA	24,1	12	25,6	22,5	24,0	100,7	12	107,1	94,2	100,8	106,1	11	111,1	96,3	107,7	
freenet TV subscribers (RGU) [in '000s]	772,8	12	782,0	761,0	771,8	712,2	12	750,0	687,0	707,0	663,0	11	773,0	596,6	647,0	
waipu.tv subscribers [in '000s]	763,0	12	795,2	746,0	758,8	865,7	12	939,3	812,5	862,5	1.000,6	11	1.127,1	866,5	992,5	

As of 4 May 2022

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