

## ANALYST CONSENSUS Q2 / FY 22 & FY 23

	2Q 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]																
<b>Group</b>																
Revenue	626,1	15	635,0	619,4	625,2	2.580,5	15	2.619,0	2.537,1	2.576,8	2.610,2	15	2.679,0	2.538,6	2.612,5	
Gross profit	216,1	13	222,5	211,3	215,1	876,5	13	915,6	846,5	874,7	888,7	13	923,0	843,7	885,5	
EBITDA	118,3	15	124,7	113,0	118,4	466,9	15	483,7	449,4	468,0	476,6	15	501,4	438,6	479,3	
Free cash flow	59,8	14	71,8	51,0	60,4	243,3	15	253,8	222,2	244,9	261,2	15	294,2	225,7	260,4	
<b>Segments</b>																
<b>Mobile Communications</b>																
Revenue	551,9	15	560,5	540,0	550,9	2.278,0	15	2.302,0	2.252,5	2.274,0	2.292,9	15	2.343,0	2.241,1	2.291,2	
Gross profit	164,4	14	169,0	160,7	163,7	659,4	14	690,0	642,8	657,3	662,1	14	707,0	633,0	656,2	
EBITDA	95,5	15	99,7	90,9	96,0	380,7	15	404,2	365,5	379,6	380,5	15	396,4	352,1	383,0	
Postpaid customer [in '000s]	7.196,8	15	7.218,0	7.187,8	7.195,0	7.240,0	15	7.268,0	7.197,8	7.247,8	7.303,7	14	7.357,0	7.227,8	7.317,9	
Postpaid ARPU [EUR]	17,97	15	18,18	17,82	18,00	17,99	15	18,30	17,82	17,99	17,94	14	18,57	17,64	17,96	
<b>TV and Media</b>																
Revenue	72,6	15	75,0	66,8	72,8	297,0	15	307,3	281,5	300,0	309,4	15	331,2	294,2	308,6	
Gross profit	47,0	14	49,9	44,4	47,3	194,7	14	211,0	184,9	193,9	203,7	14	228,6	191,9	202,5	
EBITDA	26,3	15	28,6	24,9	26,0	102,2	15	104,5	97,0	103,2	109,5	15	122,6	100,2	109,2	
freenet TV subscribers (RGU) [in '000s]	740,5	15	765,0	721,0	741,0	696,0	15	761,0	651,0	696,6	641,0	14	773,0	557,0	618,8	
waipu.tv subscribers [in '000s]	810,9	15	838,0	788,7	814,0	887,1	15	939,3	835,5	892,5	1.038,3	14	1.134,0	903,3	1.043,3	

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