

ANALYST CONSENSUS Q2 / FY 2021 & FY 2022

[in EUR millions / as indicated]	2Q 21	# of estimates	High	Low	Median	FY 21	# of estimates	High	Low	Median	FY 22	# of estimates	High	Low	Median
Group															
Revenue	621,7	15	640,0	602,1	620,0	2.571,2	14	2.595,9	2.524,1	2.584,1	2.599,2	13	2.661,5	2.480,9	2.608,2
Gross profit	214,1	13	219,6	208,9	213,5	868,6	13	915,0	852,8	864,0	873,6	12	929,0	816,0	882,3
EBITDA	110,4	15	113,6	100,6	111,1	433,5	14	443,7	425,0	433,5	434,0	13	452,4	389,1	437,3
Free cash flow	50,9	14	67,3	30,3	50,8	218,9	14	230,4	210,2	218,0	230,9	13	282,1	202,0	226,0
Segments															
Mobile Communications															
Revenue	551,1	15	569,3	531,7	550,9	2.291,4	14	2.320,0	2.248,1	2.296,0	2.307,7	13	2.379,8	2.216,1	2.309,8
Gross profit	161,9	14	167,6	156,0	162,3	657,9	14	682,4	634,8	659,6	655,9	13	686,6	617,3	662,2
EBITDA	90,7	15	94,3	83,3	91,0	354,7	14	365,3	348,1	354,9	350,5	13	365,5	322,0	353,0
Postpaid customer [in '000s]	7.116,8	15	7.129,0	7.109,0	7.117,0	7.175,7	14	7.234,8	7.139,0	7.178,7	7.233,0	13	7.298,7	7.114,0	7.252,4
Postpaid ARPU [EUR]	17,9	15	18,0	17,6	17,9	17,9	14	18,1	17,7	17,9	17,9	13	18,4	17,3	17,9
TV and Media															
Revenue	68,7	15	71,7	64,0	69,0	273,2	14	287,9	263,4	271,3	282,3	13	298,4	258,9	282,6
Gross profit	45,6	14	48,0	42,2	45,9	182,6	14	200,0	173,8	181,7	189,1	13	208,0	170,2	190,0
EBITDA	22,8	15	25,2	20,2	22,8	90,8	14	101,5	84,0	90,1	95,9	13	113,6	81,2	95,1
freenet TV subscribers (RGU) [in '000s]	848,4	15	870,0	828,3	848,3	827,0	14	876,0	766,3	827,2	802,1	13	893,5	704,7	807,0
waipu.tv subscribers [in '000s]	645,9	15	661,7	631,7	642,0	728,4	14	772,0	686,7	724,3	874,8	13	1.011,7	778,1	858,8

As of 04 August 2021

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