

Financial Key Figures

Group (in € million)	9M 2018	9M 2019 (IFRS 16)	Change yoy	Q1 2018	Q2 2018	Q3 2018	Q1 2019 (IFRS 16)	Q2 2019 (IFRS 16)	Q3 2019 (IFRS 16)	Change yoy
Revenues, reported	3,815.9	3,880.8	1.7%	1,270.6	1,278.3	1,267.0	1,286.1	1,289.7	1,305.0	3.0%
Revenues excl. hardware	3,268.9	3,371.9	3.2%	1,077.9	1,088.5	1,102.4	1,111.5	1,123.3	1,137.1	3.1%
EBITDA, reported	874.6	944.0	7.9%	278.2	287.3	309.1	299.7	330.2	314.0	1.6%
IFRS 16 effect		-65.3					-22.7	-21.5	-21.0	
EBITDA, comparable	874.6	878.7	0.5%	278.2	287.3	309.1	277.0	308.7	293.0	-5.2%
<b>Segment "Consumer Access" (in € million)</b>										
Revenues, reported	2698.9	2734.9	1.3%	898.3	907.4	893.2	905.0	907.1	922.8	3.3%
Hardware/other revenues	547.0	508.9	-7.0%	192.7	189.8	164.6	174.6	166.4	167.9	2.0%
Service revenues	2151.9	2226.0	3.4%	705.7	717.6	728.6	730.4	740.7	754.9	3.6%
Effects from increased demand for LTE tariffs from existing customers/ higher revenue deductions compared with prev. year due to reduced base prices in the first contract year	10.6	38.7		1.2	3.3	6.1	10.2	12.9	15.6	
Service revenues, comparable	2,162.5	2,264.7	4.7%	706.9	720.9	734.7	740.6	753.6	770.5	4.9%
EBITDA, reported	521.8	508.6	-2.5%	165.3	175.0	181.6	168.5	171.9	168.2	-7.4%
IFRS 16 effect		-4.3					-0.9	-1.4	-2.0	
Additional costs from purchase of wholesale services		59.0					17.5	19.6	21.9	
One-off expenses for current integration projects	12.4	3.8		5.0	2.7	4.7	2.1	0.2	1.5	
Higher costs last mile (TAL)		4.4							4.4	
Initial project costs 5G		2.5							2.5	
EBITDA, comparable	534.2	574.0	7.5%	170.3	177.7	186.3	187.2	190.3	196.5	5.5%
<b>Segment "Business Access" (in € million)</b>										
Revenues, reported	334.6	352.5	5.3%	110.1	112.1	112.4	119.3	115.0	118.2	5.2%
EBITDA, reported	43.6	105.0	140.8%	12.1	13.6	17.9	35.7	34.4	34.9	95.0%
IFRS 16 effect		-44.6					-15.9	-14.5	-14.2	
EBITDA, comparable	43.6	60.4	38.5%	12.1	13.6	17.9	19.8	19.9	20.7	15.6%
<b>Segment "Business Applications" (in € million)</b>										
Revenues, reported	634.7	665.7	4.9%	209.4	209.9	215.4	220.2	223.1	222.4	3.2%
EBITDA, reported	233.9	236.8	1.2%	74.7	74.2	85.0	73.7	74.6	88.5	4.1%
IFRS 16 effect		-10.5					-5.6	-0.9	-4.0	
Higher marketing expenses (thereof EUR 7.0m one-offs in Q1 19, EUR 6.7m one-offs in Q2 19 and EUR 1.4m one-offs for rebranding measures, totalling EUR 15.1m in 9M 19)		26.7					14.6	12.2	-0.1	
One-off expenses for current integration projects	8.8			3.1	3.1	2.6				
EBITDA, comparable	242.7	253.0	4.2%	77.8	77.3	87.6	82.7	85.9	84.4	-3.7%
<b>Segment "Consumer Applications" (in € million)</b>										
Revenues, reported	203.9	184.5	-9.5%	72.0	68.2	63.7	60.4	63.4	60.7	-4.7%
Reduction of advertising space and the transition to data-driven business models	9.7	17.2		0.0	4.7	5.0	5.1	6.1	6.0	
Effects in sale of third-party inventory		10.9					5.2	3.4	2.3	
Revenues, comparable	213.6	212.6	-0.5%	72.0	72.9	68.7	70.7	72.9	69.0	0.4%
EBITDA, reported	79.9	70.6	-11.6%	27.5	27.0	25.4	21.4	25.9	23.3	-8.3%
IFRS 16 effect		-3.2					-0.1	-2.1	-1.0	
Reduction of advertising space and the transition to data-driven business models	9.9	16.8		0.9	4.2	4.8	5.0	4.9	6.9	
EBITDA, comparable	89.8	84.2	-6.2%	28.4	31.2	30.2	26.3	28.7	29.2	-3.3%

Customer figures

Development of customer contracts (in million)	31.12.2017	31.03.2018	30.06.2018	30.09.2018	31.12.2018	31.03.2019	30.06.2019	30.09.2019	Change Q3 19 vs. Q2 19
Total customers, subscription based <sup>(1)</sup>	22.57	22.87	23.10	23.58	23.85	24.06	24.29	24.51	+ 0.22
Consumer Access, total contracts <sup>(1)</sup>	12.57	12.84	13.04	13.26	13.54	13.72	13.92	14.12	+ 0.20
of which Mobile Internet	8.30	8.54	8.73	8.93	9.20	9.37	9.58	9.78	+ 0.20
of which broadband products <sup>(1)</sup>	4.27	4.30	4.31	4.33	4.34	4.35	4.34	4.34	+/- 0
Business Applications, total contracts <sup>(2,4)</sup>	7.76	7.79	7.81	8.07	8.06	8.09	8.11	8.13	+ 0.02
Consumer Applications, total accounts <sup>(3,4)</sup>	37.91	38.51	38.31	38.42	39.25	39.59	39.21	39.26	+ 0.05
of which Premium Mail Subscription <sup>(3)</sup>	1.56	1.54	1.54	1.53	1.54	1.54	1.54	1.54	+/- 0
of which Value Added Subscription <sup>(3,4)</sup>	0.68	0.70	0.71	0.72	0.71	0.71	0.72	0.72	+/- 0
of which free accounts <sup>(3)</sup>	35.67	36.27	36.06	36.17	37.00	37.34	36.95	37.00	+ 0.05

<sup>1)</sup> After an adjustment by 0.07 million DSL contracts from two expiring businesses as of December 31, 2018; the comparative figure for the previous period was adjusted accordingly so that the adjustment has no impact on the net change

<sup>2)</sup> Additional 250,000 contracts from the acquisition of World4You in Q3 2018

<sup>3)</sup> After reclassification of 250,000 customer relationships (110,000 accounts with Premium-Mail-Subscription and 140,000 accounts with Value-added Subscription) from contract inventory to free accounts as of March 31, 2018; the comparative figures for the previous periods have been restated accordingly so that the adjustment has no impact on the net change

<sup>4)</sup> After reclassification of 260,000 customer relationships from the Business Applications contract inventory to Consumer Applications contract inventory (Value-Added subscription) as of December 31, 2018; the comparative figures of previous periods have been restated accordingly so that the adjustment has no impact on the net change