



Financial Key Figures

Group (in € millions)	9M 2019	9M 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Change yoy
Revenues, reported	3,855.0	3,984.7	3.4%	1,276.5	1,280.0	1,298.5	1,339.0	1,329.4	1,328.5	1,326.8	2.2%
Revenues excl. hardware	3,347.3	3,450.7	3.1%	1,102.3	1,113.9	1,131.1	1,144.1	1,144.0	1,144.4	1,162.3	2.8%
Corona impact		-17.3						4.1	-9.8	-11.6	
Revenues, comparable	3,855.0	4,002.0	3.8%	1,276.5	1,280.0	1,298.5	1,339.0	1,325.3	1,338.3	1,338.4	3.1%
EBITDA, reported	944.0	896.4	-5.0%	299.7	330.2	314.0	321.7	300.8	319.7	275.9	-12.1%
Sale of investments (virtual minds)	21.5				21.5						
EBITDA, w/o sale of investments (virtual minds)	922.5	896.4	-2.8%	299.7	308.7	314.0	321.7	300.8	319.7	275.9	-12.1%
One-off expenses for current integration projects	-3.8	-0.7		-2.1	-0.2	-1.5	0.6	-0.3	-0.1	-0.3	
Regulated higher costs last mile (TAL) and SMS EU	-1.0	-13.7			-1.0			-6.9	-6.8		
Initial project costs 5G	-2.5	-8.4		-1.0	-0.9	-0.6	-3.2	-2.8	-2.8	-2.8	
Corona impact		-19.7						-4.4	-7.8	-7.5	
Excessive MBA MVNO invoicing (from July 1, 2020)		-35.4								-35.4	
EBITDA, comparable	929.8	974.3	4.8%	302.8	310.8	316.1	324.3	315.2	337.2	321.9	1.8%
IFRS 16 effect, reported	65.3	65.3		22.8	21.5	21.0	21.7	20.7	22.4	22.2	

Segment "Consumer Access" (in € millions)	9M 2019	9M 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Change yoy
Revenues, reported	2,709.2	2,792.8	3.1%	895.4	897.5	916.3	938.3	933.7	933.5	925.6	1.0%
Hardware/other revenues	508.9	535.1	5.1%	174.6	166.5	167.8	195.6	185.9	184.4	164.8	-1.8%
Service revenues	2,200.3	2,257.7	2.6%	720.8	731.0	748.5	742.7	747.8	749.1	760.8	1.6%
Corona impact		-16.4						3.1	-7.7	-11.8	
comparable revenues	2,709.2	2,809.2	3.7%	895.4	897.5	916.3	938.3	930.6	941.2	937.4	2.3%
EBITDA, reported	508.6	458.6	-9.8%	168.5	171.9	168.2	178.0	164.8	166.5	127.3	-24.3%
One-off expenses for current integration projects	-3.8	-0.7		-2.1	-0.2	-1.5	0.6	-0.3	-0.1	-0.3	
Regulated higher costs last mile (TAL) and SMS EU	-1.0	-13.7			-1.0			-6.9	-6.8		
Initial project costs 5G	-2.5	-8.4		-1.0	-0.9	-0.6	-3.2	-2.8	-2.8	-2.8	
Corona impact		-17.7						-4.9	-5.3	-7.5	
Excessive MBA MVNO invoicing (from July 1, 2020)		-35.4								-35.4	
EBITDA, comparable	515.9	534.5	3.6%	171.6	174.0	170.3	180.6	179.7	181.5	173.3	1.8%
IFRS 16 adjustment				1.2	-1.2						
EBITDA, comparable nach IFRS adjustment (one-off)	515.9	534.5		172.8	172.8	170.3	180.6	179.7	181.5	173.3	1.8%
IFRS 16 effect, reported	4.3	8.3		0.9	1.4	2.0	3.9	2.1	2.8	3.4	
IFRS 16 effect, adjusted	4.3	8.3		2.1	0.2	2.0	3.9	2.1	2.8	3.4	

Segment "Business Access" (in € millions)	9M 2019	9M 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Change yoy
Revenues, reported	352.5	366.6	4.0%	119.3	115.0	118.2	124.1	118.7	122.8	125.1	5.8%
thereof Business & Wholesale	341.4	366.6	7.4%	114.6	111.5	115.3	121.7	118.7	122.8	125.1	8.5%
Corona impact		3.9						1.0	2.1	0.8	
Revenues, comparable	352.5	362.7	2.9%	119.3	115.0	118.2	124.1	117.7	120.7	124.3	5.2%
Revenues Business & Wholesale, comparable	341.4	362.7	6.2%	114.6	111.5	115.3	121.7	117.7	120.7	124.3	7.8%
EBITDA, reported	105.0	114.3	8.9%	35.7	34.4	34.9	42.2	35.2	39.7	39.4	12.9%
thereof Business & Wholesale	100.7	114.3	13.5%	33.8	33.1	33.8	41.5	35.2	39.7	39.4	16.6%
Corona impact		1.6						0.5	0.9	0.2	
EBITDA, comparable	105.0	112.7	7.3%	35.7	34.4	34.9	42.2	34.7	38.8	39.2	12.3%
EBITDA Business & Wholesale, comparable	100.7	112.7	11.9%	33.8	33.1	33.8	41.5	34.7	38.8	39.2	16.0%
IFRS 16 effect, reported	44.6	41.7		15.9	14.6	14.2	14.9	14.2	14.2	13.4	

Segment "Business Applications" (in € millions)	9M 2019	9M 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Change yoy
Revenues, reported	665.7	707.3	6.2%	220.2	223.1	222.4	224.9	237.0	234.6	235.7	6.0%
EBITDA, reported	236.8	254.6	7.5%	73.7	74.6	88.5	69.4	76.9	90.9	86.8	-1.9%
IFRS 16 adjustment				-2.4	2.4						
EBITDA after IFRS 16 adjustment	236.8	254.6	7.5%	71.3	77.0	88.5	69.4	76.9	90.9	86.8	-1.9%
Marketing costs included	-70.8	-63.2		-30.9	-26.7	-13.2	-26.2	-30.7	-17.3	-15.2	
therof one-offs for rebranding	-15.1	-3.5		-7.0	-6.7	-1.4	-4.1	-3.5	0.0	0.0	
IFRS 16 effect, reported	10.5	10.7		5.6	0.9	4.0	3.2	3.0	3.9	3.8	
IFRS 16 effect, adjusted	10.5	10.7		3.2	3.3	4.0	3.2	3.0	3.9	3.8	

Segment "Consumer Applications" (in € millions)	9M 2019	9M 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Change yoy
Revenues (third party marketing gross statement for 2019)	184.5	180.9	-2.0%	60.4	63.4	60.7	70.6				
Pay Accounts /portal marketing	174.3	177.6	1.9%	57.9	58.6	57.8	67.9	59.7	57.8	60.1	4.0%
Third-party marketing (gross statement for 2019)	10.2			2.5	4.8	2.9	2.7				
Third-party marketing (net statement for 2019) ¹	3.9	3.3	-15.4%	0.6	2.3	0.9	1.2	1.1	1.1	1.1	22.2%
Revenues, reported (third party marketing net statement for 2019) ¹	178.2	180.9	1.5%	58.5	60.9	58.7	69.1	60.8	58.9	61.2	4.3%
Corona impact (Pay Accounts)		-4.8						0.0	-4.2	-0.6	
Revenues (third party marketing net statement for 2019) ¹ , comparable	178.2	185.7	4.2%	58.5	60.9	58.7	69.1	60.8	63.1	61.8	5.3%
Pay Accounts /portal marketing, comparable	174.3	182.4	4.6%	57.9	58.6	57.8	67.9	59.7	62.0	60.7	5.0%
EBITDA, reported	70.6	69.5	-1.6%	21.4	25.9	23.3	33.1	23.3	23.7	22.5	-3.4%
IFRS 16 adjustment				1.0	-1.0						
EBITDA after IFRS 16 adjustment	70.6	69.5	-1.6%	22.4	24.9	23.3	33.1	23.3	23.7	22.5	-3.4%
Corona impact		-3.6						0.0	-3.4	-0.2	
EBITDA after IFRS 16 adjustment, comparable	70.6	73.1	3.5%	22.4	24.9	23.3	33.1	23.3	27.1	22.7	-2.6%
IFRS 16 effect, reported	3.2	2.8		0.1	2.1	1.0	0.9	0.9	0.9	0.9	
IFRS 16 effect, adjusted	3.2	2.8		1.1	1.1	1.0	0.9	0.9	0.9	0.9	

Customer figures

Development of customer contracts (in millions)	31.12.2019	30.09.2020	Change ytd (Q3 2020 vs. Q4 2019)	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020	30.06.2020	30.09.2020	Change Q3 2020 vs. Q2 2020
Total customers, subscription based	24.74	25.41	+ 0.67	24.06	24.29	24.51	24.74	24.91	25.20	25.41	+ 0.21
Consumer Access, total contracts	14.33	14.68	+ 0.35	13.72	13.92	14.12	14.33	14.43	14.57	14.68	+ 0.11
of which Mobile Internet	9.99	10.36	+ 0.37	9.37	9.58	9.78	9.99	10.10	10.24	10.36	+ 0.12
of which broadband products	4.34	4.32	- 0.02	4.35	4.34	4.34	4.34	4.33	4.33	4.32	- 0.01
Business Applications, total contracts	8.15	8.38	+ 0.23	8.09	8.11	8.13	8.15	8.21	8.32	8.38	+ 0.06
Consumer Applications, total	39.85	41.17	+ 1.32	39.59	39.21	39.26	39.85	40.71	40.82	41.17	+ 0.35
of which Premium Mail Subscriptions	1.54	1.61	+ 0.07	1.54	1.54	1.54	1.54	1.54	1.57	1.61	+ 0.04
of which Value Added Subscriptions	0.72	0.74	+ 0.02	0.71	0.72	0.72	0.72	0.73	0.74	0.74	+/- 0
of which free accounts	37.59	38.82	+ 1.23	37.34	36.95	37.00	37.59	38.44	38.51	38.82	+ 0.31

1) Revenues in fiscal year are stated net, following a change in third-party marketing revenues from gross to net in 2020