

Financial Key Figures

Group (in € millions)	H1 2019	H1 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Change yoy
Revenues, reported	2,556.5	2,657.9	4.0%	1,276.5	1,280.0	1,298.5	1,339.0	1,329.4	1,328.5	3.8%
Revenues excl. hardware	2,216.2	2,288.4	3.3%	1,102.3	1,113.9	1,131.1	1,144.1	1,144.0	1,144.4	2.7%
Corona impact		-5.7						4.1	-9.8	
Revenues, comparable	2,556.5	2,663.6	4.2%	1,276.5	1,280.0	1,298.5	1,339.0	1,325.3	1,338.3	4.6%
EBITDA, reported	630.0	620.5	-1.5%	299.7	330.2	314.0	321.7	300.8	319.7	-3.2%
Sale of investments (virtual minds)	21.5				21.5					
EBITDA, w/o sale of investments (virtual minds)	608.5	620.5	2.0%	299.7	308.7	314.0	321.7	300.8	319.7	3.6%
One-off expenses for current integration projects	-2.3	-0.4		-2.1	-0.2	-1.5	0.6	-0.3	-0.1	
Regulated higher costs last mile (TAL) and SMS EU	-1.0	-13.7			-1.0	-6.8	-6.7	-6.9	-6.8	
Initial project costs 5G	-1.9	-5.6		-1.0	-0.9	-0.4	-3.3	-2.8	-2.8	
Corona impact		-12.2						-4.4	-7.8	
EBITDA, comparable	613.7	652.4	6.3%	302.8	310.8	322.7	331.1	315.2	337.2	8.5%

Segment "Consumer Access" (in € millions)	H1 2019	H1 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Change yoy
Revenues, reported	1,792.9	1,867.2	4.1%	895.4	897.5	916.3	938.3	933.7	933.5	4.0%
Hardware/other revenues	341.1	370.3	8.6%	174.6	166.5	167.8	195.6	185.9	184.4	10.8%
Service revenues	1,451.8	1,496.9	3.1%	720.8	731.0	748.5	742.7	747.8	749.1	2.5%
Corona impact		-4.6						3.1	-7.7	
Revenues, comparable	1,792.9	1,871.8	4.4%	895.4	897.5	916.3	938.3	930.6	941.2	4.9%
EBITDA, reported	340.4	331.3	-2.7%	168.5	171.9	168.2	178.0	164.8	166.5	-3.1%
One-off expenses for current integration projects	-2.3	-0.4		-2.1	-0.2	-1.5	0.6	-0.3	-0.1	
Regulated higher costs last mile (TAL) and SMS EU	-1.0	-13.7			-1.0	-6.8	-6.7	-6.9	-6.8	
Initial project costs 5G	-1.9	-5.6		-1.0	-0.9	-0.4	-3.3	-2.8	-2.8	
Corona impact		-10.2						-4.9	-5.3	
EBITDA, comparable	345.6	361.2	4.5%	171.6	174.0	176.9	187.4	179.7	181.5	4.3%

Segment "Business Access" (in € millions)	H1 2019	H1 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Change yoy
Revenues, reported	234.3	241.5	3.1%	119.3	115.0	118.2	124.1	118.7	122.8	6.8%
thereof Business & Wholesale	226.1	241.5	6.8%	114.6	111.5	115.3	121.7	118.7	122.8	10.1%
Corona impact		3.1						1.0	2.1	
Revenues, comparable	226.1	238.4	5.4%	114.6	111.5	115.3	121.7	117.7	120.7	8.3%
EBITDA, reported	70.2	74.9	6.7%	35.7	34.4	34.9	42.2	35.2	39.7	15.4%
thereof Business & Wholesale	66.9	74.9	12.0%	33.8	33.1	33.8	41.5	35.2	39.7	19.9%
Corona impact		1.4						0.5	0.9	
EBITDA, comparable	66.9	73.5	9.9%	33.8	33.1	33.8	41.5	34.7	38.8	17.2%

Segment "Business Applications" (in € millions)	H1 2019	H1 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Change yoy
Revenues, reported	443.3	471.6	6.4%	220.2	223.1	222.4	224.9	237.0	234.6	5.2%
EBITDA, reported	148.3	167.8	13.1%	73.7	74.6	88.5	69.4	76.9	90.9	21.8%
IFRS 16 adjustment				-2.4	2.4					
EBITDA after IFRS 16 adjustment	148.3	167.8	13.1%	71.3	77.0	88.5	69.4	76.9	90.9	18.1%
Marketing costs included	-57.6	-48.0		-30.9	-26.7	-13.2	-26.2	-30.7	-17.3	
therof one-offs for rebranding	-13.7	-3.5		-7.0	-6.7	-1.4	-4.1	-3.5	0.0	

Segment "Consumer Applications" (in € millions)	H1 2019	H1 2020	Change	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Change yoy
Revenues (third party marketing gross statement for 2019)	123.8	119.7	-3.3%	60.4	63.4	60.7	70.6			
Pay Accounts /portal marketing	116.5	117.5	0.9%	57.9	58.6	57.8	67.9	59.7	57.8	-1.4%
Third-party marketing (gross statement for 2019)	7.3			2.5	4.8	2.9	2.7			
Third-party marketing (net statement for 2019) ¹	2.9	2.2	-24.1%	0.6	2.3	0.9	1.2	1.1	1.1	-52.2%
Revenues, reported (third party marketing net statement for 2019) ¹	119.4	119.7	0.3%	58.5	60.9	58.7	69.1	60.8	58.9	-3.3%
Corona impact (Pay Accounts)		-4.2						0.0	-4.2	
Revenues (third party marketing net statement for 2019) ¹ , comparable	119.4	123.9	3.8%	58.5	60.9	58.7	69.1	60.8	63.1	3.6%
EBITDA, reported	47.3	47.0	-0.6%	21.4	25.9	23.3	33.1	23.3	23.7	-8.5%
IFRS 16 adjustment				1.0	-1.0					
EBITDA after IFRS 16 adjustment	47.3	47.0	-0.6%	22.4	24.9	23.3	33.1	23.3	23.7	-4.8%
Corona impact		-3.4						0.0	-3.4	
EBITDA after IFRS 16 adjustment, comparable	47.3	50.4	6.6%	22.4	24.9	23.3	33.1	23.3	27.1	

Customer figures

Development of customer contracts (in millions)	31.03.2019				31.12.2019				Change Q2 2020 vs. Q1 2020	
	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020	30.06.2020	31.03.2020	30.06.2020	Change Q2 2020 vs. Q1 2020	
Total customers, subscription based	24.06	24.29	24.51	24.74	24.91	25.20	24.91	25.20	+ 0.29	
Consumer Access, total contracts	13.72	13.92	14.12	14.33	14.43	14.57	14.43	14.57	+ 0.14	
of which Mobile Internet	9.37	9.58	9.78	9.99	10.10	10.24	10.10	10.24	+ 0.14	
of which broadband products	4.35	4.34	4.34	4.34	4.33	4.33	4.33	4.33	+/- 0	
Business Applications, total contracts	8.09	8.11	8.13	8.15	8.21	8.32	8.21	8.32	+ 0.11	
Consumer Applications, total	39.59	39.21	39.26	39.85	40.71	40.82	40.71	40.82	+ 0.11	
of which Premium Mail Subscriptions	1.54	1.54	1.54	1.54	1.54	1.57	1.54	1.57	+ 0.03	
of which Value Added Subscriptions	0.71	0.72	0.72	0.72	0.73	0.74	0.73	0.74	+ 0.01	
of which free accounts	37.34	36.95	37.00	37.59	38.44	38.51	38.44	38.51	+ 0.07	

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