

Financial Key Figures

Group (in € million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Change yoy
Revenues, reported	1,276.5	1,280.0	1,298.5	1,339.0	1,329.4	4.1%
Revenues excl. hardware	1,102.3	1,113.9	1,131.1	1,144.5	1,144.0	3.8%
EBITDA, reported	299.7	330.2	314.0	321.7	300.8	0.4%
One-off expenses for current integration projects	2.1	0.2	1.5	-0.6	0.3	
Regulated higher costs last mile (TAL) and SMS EU		1.0	6.8	6.7	6.9	
Initial project costs 5G	1.0	0.9	0.4	3.3	2.8	
Corona impact					4.9	
EBITDA, comparable	302.8	332.3	322.7	331.1	315.7	4.3%

Segment "Consumer Access" (in € million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Change yoy
Revenues, reported	895.4	897.5	916.3	938.3	933.7	4.3%
Hardware/other revenues	174.6	166.5	167.8	195.6	185.9	6.5%
Service revenues	720.8	731.0	748.5	742.7	747.8	3.7%
thereof temporary changed usage (Corona impact)					3.1	
comparable revenues	895.4	897.5	916.3	938.3	930.6	3.9%
EBITDA, reported	168.5	171.9	168.2	178.0	164.8	-2.2%
One-off expenses for current integration projects	2.1	0.2	1.5	-0.6	0.3	
Regulated higher costs last mile (TAL) and SMS EU		1.0	6.8	6.7	6.9	
Initial project costs 5G	1.0	0.9	0.4	3.3	2.8	
Corona impact					4.9	
EBITDA, comparable	171.6	174.0	176.9	187.4	179.7	4.7%

Segment "Business Access" (in € million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Change yoy
Revenues, reported	119.3	115.0	118.2	124.1	118.7	-0.5%
thereof Business & Wholesale	114.6	111.5	115.3	121.7	118.7	3.6%
EBITDA, reported	35.7	34.4	34.9	42.2	35.2	-1.4%
thereof Business & Wholesale	33.8	33.1	33.8	41.5	35.2	4.1%

Segment "Business Applications" (in € million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Change yoy
Revenues, reported	220.2	223.1	222.4	224.9	237.0	7.6%
EBITDA, reported	73.7	74.6	88.5	69.4	76.9	4.3%
IFRS 16 adjustment (one-off)	-2.4	2.4				
EBITDA after IFRS 16 adjustment	71.3	77.0	88.5	69.4	76.9	7.9%
Marketing costs included	30.9	26.7	13.2	26.2	30.7	
therof one-offs for rebranding	7.0	6.7	1.4	4.1	3.5	

Segment "Consumer Applications" (in € million)	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Change yoy
Revenues (third party marketing gross statement for 2019)	60.4	63.4	60.7	70.6		
Pay Accounts /portal marketing	57.9	58.6	57.8	67.9	59.7	3.1%
Third-party marketing (gross statement for 2019)	2.5	4.8	2.9	2.7		
Third-party marketing (net statement for 2019) ¹	0.6	2.3	0.9	1.2	1.1	83.3%
Revenues (third party marketing net statement for 2019) ¹	58.5	60.9	58.7	69.1	60.8	3.9%
EBITDA, reported	21.4	25.9	23.3	33.1	23.3	8.9%
IFRS 16 adjustment (one-off)	1.0	-1.0				
EBITDA after IFRS 16 adjustment	22.4	24.9	23.3	33.1	23.3	4.0%

Customer figures

Development of customer contracts (in million)					Change	
	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020	Q1 2020 vs. Q4 2019
Total customers, subscription based	24.06	24.29	24.51	24.74	24.91	+ 0.17
Consumer Access, total contracts	13.72	13.92	14.12	14.33	14.43	+ 0.10
of which Mobile Internet	9.37	9.58	9.78	9.99	10.10	+ 0.11
of which broadband products	4.35	4.34	4.34	4.34	4.33	- 0.01
Business Applications, total contracts	8.09	8.11	8.13	8.15	8.21	+ 0.06
Consumer Applications, total accounts	39.59	39.21	39.26	39.85	40.71	+ 0.86
of which Premium Mail Subscription	1.54	1.54	1.54	1.54	1.54	+/- 0
of which Value Added Subscription	0.71	0.72	0.72	0.72	0.73	+ 0.01
of which free accounts	37.34	36.95	37.00	37.59	38.44	+ 0.85

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