

Consensus Q3 AND FY 2016 - 2020. Details.

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	Q3				FY 16				FY 17				FY 18				FY 19				FY 20				CAGR 16/20							
	# of estimates	High	Low	Average	# of estimates	High	Low	Average	# of estimates	High	Low	Average	# of estimates	High	Low	Average	# of estimates	High	Low	Average	# of estimates	High	Low	Average								
DE	5.469	16	5.623	5.373	5.475	21.912	16	22.348	21.539	21.920	21.996	14	22.572	21.551	21.984	22.125	15	22.861	21.727	22.160	22.262	13	23.133	21.709	22.387	22.656	12	23.593	21.679	22.653	0,8%	DE
Mobile Service revs	1.679	20	1.699	1.660	1.680	6.653	20	6.827	6.575	6.659	6.693	18	6.802	6.479	6.669	6.731	19	6.969	6.381	6.719	6.795	18	7.181	6.484	6.810	6.843	16	7.373	6.564	6.891	0,7%	Mobile Service revs
Mobile Contract Net Adds Germany [000]	200	11	400	69	203	817	12	987	306	801	550	12	1.277	157	584	500	12	1.006	49	494	440	11	1.000	-139	443	340	11	1.000	-284	373	-19,7%	Mobile Contract Net Adds Germany [000]
Mobile Serv Rev Market yoy	-0,55%	6	0,45%	-1,06%	-0,45%	-0,9%	6	-0,6%	-2,0%	-1,0%	-0,5%	6	1,5%	-1,5%	-0,3%	1,0%	6	1,8%	-2,7%	0,2%	1,3%	6	1,8%	0,8%	1,3%	1,3%	6	1,8%	0,9%	1,3%	1,3%	Mobile Serv Rev Market yoy
Retail Line Losses [000]	100	15	130	65	97	453	16	530	405	457	394	16	800	198	401	356	16	800	98	348	304	14	800	50	335	310	12	600	150	328	-9,0%	Retail Line Losses [000]
BB retail Net Adds DT [000]	68	13	85	30	64	282	14	495	236	287	260	14	469	11	246	250	14	428	7	231	225	13	360	35	214	200	12	300	32	190	-8,2%	BB retail Net Adds DT [000]
Broadband Net Adds total market [000]	304	9	355	97	275	1.371	10	1.496	329	1.140	985	10	1.616	376	945	715	10	1.357	363	821	565	9	1.300	353	706	540	9	1.300	346	630	-20,8%	Broadband Net Adds total market [000]
TV Customer	2.847	14	2.874	2.736	2.837	2.930	15	3.301	2.872	2.953	3.243	15	5.593	3.082	3.398	3.542	14	7.968	3.297	3.853	3.832	14	4.559	3.103	3.818	4.097	14	5.263	2.889	4.107	8,7%	TV Customer
USA (gross revs in €)	8.290	18	9.167	7.854	8.356	32.989	18	35.521	31.237	33.057	35.497	16	39.462	32.971	35.860	37.694	17	40.745	33.594	37.701	39.025	15	42.993	36.650	39.652	40.266	14	45.338	37.219	41.015	5,1%	USA (gross revs in €)
Gross revs in \$	9.258	19	10.165	8.708	9.298	36.753	19	39.458	34.985	36.830	39.491	17	43.761	37.953	39.781	41.786	18	45.186	39.772	41.759	43.172	17	46.476	40.912	43.463	44.770	15	48.493	41.548	44.887	4,9%	Gross revs in \$
Service revs in \$	7.035	19	7.368	6.106	6.991	27.619	19	28.151	24.495	27.424	30.299	17	31.316	26.591	30.047	32.171	18	34.164	28.244	31.988	33.725	17	36.534	29.550	33.576	34.770	15	38.770	30.672	34.691	5,9%	Service revs in \$
FX-Rate: 1 Euro for ...	1,12	16	1,12	1,10	1,11	1,11	16	1,13	1,10	1,11	1,11	14	1,14	1,09	1,11	1,11	15	1,15	1,07	1,11	1,11	14	1,15	1,06	1,11	1,11	12	1,15	1,06	1,11	-0,1%	FX-Rate: 1 Euro for ...
ARPU [\$]	35	9	47	34	37	35	9	47	34	37	35	9	47	33	37	35	9	46	33	37	36	8	46	34	38	37	7	46	33	38	1,7%	ARPU [\$]
Net Adds: Branded Contract [000]	969	9	1.050	766	920	3.690	9	4.099	2.681	3.623	2.700	9	3.867	2.100	2.858	2.260	9	3.477	1.700	2.380	1.870	7	3.011	561	1.730	1.284	6	2.635	42	1.299	-23,2%	Net Adds: Branded Contract [000]
Net Adds: Branded Prepaid [000]	684	9	1.001	400	661	2.253	9	2.540	1.588	2.226	1.600	9	2.134	800	1.545	1.397	9	2.176	200	1.201	624	6	1.307	200	696	542	6	1.046	218	601	-30,0%	Net Adds: Branded Prepaid [000]
Net Adds: Total [000]	1.915	11	1.989	1.600	1.847	7.623	11	7.872	4.934	7.186	5.100	11	6.675	4.542	5.280	4.100	11	5.375	3.284	4.200	3.544	10	4.325	742	3.075	2.950	9	4.100	583	2.499	-21,1%	Net Adds: Total [000]
EU	3.175	18	3.219	3.084	3.172	12.679	18	12.895	12.376	12.651	12.667	16	12.912	11.789	12.500	12.745	17	13.019	11.946	12.670	12.822	15	13.257	11.936	12.746	12.906	14	13.216	11.957	12.780	0,4%	EU
Netherlands	318	19	343	297	316	1.274	19	1.371	1.241	1.280	1.249	17	1.364	1.131	1.248	1.251	17	1.358	1.011	1.235	1.250	17	1.351	901	1.226	1.257	16	1.352	803	1.222	-0,3%	Netherlands
Poland	367	20	379	306	361	1.460	20	1.533	1.293	1.448	1.459	18	1.614	1.203	1.441	1.463	19	1.775	1.178	1.452	1.472	18	1.774	1.153	1.456	1.484	16	1.698	1.127	1.453	0,4%	Poland
Czechs	242	19	248	225	240	965	19	977	921	959	963	17	987	929	960	963	18	1.001	924	965	972	17	1.021	913	973	975	16	1.041	902	980	0,3%	Czechs
Austria	212	19	218	207	212	852	19	865	838	850	860	17	915	840	862	868	18	965	830	873	879	17	1.015	823	886	895	16	1.065	818	899	1,2%	Austria
Greece	722	18	735	689	720	2.873	18	2.897	2.797	2.863	2.875	16	2.996	2.731	2.879	2.896	17	3.039	2.685	2.903	2.924	16	3.104	2.663	2.928	2.940	14	3.124	2.643	2.946	0,6%	Greece
Hungary	403	19	454	368	402	1.668	19	1.853	1.588	1.675	1.684	17	1.885	1.605	1.689	1.708	18	1.918	1.604	1.702	1.739	17	1.951	1.591	1.721	1.754	16	1.984	1.559	1.733	1,3%	Hungary
Slovakia	200	19	203	191	199	784	19	822	760	783	789	17	857	743	789	792	18	886	723	795	798	17	914	703	805	804	16	940	683	815	0,6%	Slovakia
Croatia	253	19	257	227	249	932	19	942	878	928	934	17	962	767	919	941	18	977	672	918	947	17	992	659	919	952	16	1.039	647	921	0,5%	Croatia
Romania	239	18	254	220	238	977	18	1.008	898	971	975	16	1.049	900	975	980	17	1.074	908	984	989	16	1.105	892	993	992	14	1.139	880	1.003	0,4%	Romania
T-Systems	2.031	21	2.136	1.950	2.026	8.235	21	8.516	8.076	8.271	8.258	19	8.678	7.803	8.264	8.397	20	8.846	7.491	8.317	8.489	18	9.022	7.266	8.392	8.528	16	9.206	7.121	8.441	0,9%	T-Systems
GHS	525	20	543	505	525	2.127	20	2.264	2.057	2.127	2.101	18	2.254	1.860	2.081	2.065	19	2.243	1.682	2.046	2.035	17	2.258	1.521	2.013	2.016	16	2.274	1.375	1.981	-1,3%	GHS
Reconciliation	-1.379	19	-1.278	-1.461	-1.383	-5.536	19	-5.274	-5.913	-5.550	-5.462	17	-5.138	-6.060	-5.201	-5.458	18	-5.003	-6.227	-5.517	-5.500	16	-4.720	-6.368	-5.531	-5.481	15	-4.392	-6.501	-5.515	-0,2%	Reconciliation
Group revenues	18.075	21	20.001	17.742	18.230	72.212	21	79.072	71.154	72.755	74.977	19	82.367	72.786	75.430	76.469	20	84.295	73.572	77.434	78.759	18	88.418	75.142	79.606	80.205	16	88.639	75.633	81.253	2,7%	Group revenues
Net Revenues																																
DE	5.164	15	5.492	5.073	5.197	20.650	15	21.712	20.405	20.709	20.744	13	21.551	20.384	20.764	20.839	14	21.727	19.914	20.889	21.059	13	21.973	19.854	21.106	21.282	11	22.177	19.545	21.226	0,8%	DE
USA	8.284	15	9.167	7.578	8.316	32.901	15	35.520	30.408	32.895	35.293	13	39.462	32.823	35.692	36.733	14	40.745	35.224	37.413	38.742	13	42.491	37.291	39.033	39.150	11	44.604	38.138	40.299	4,4%	USA
EU	3.105	15	3.192	2.962	3.092	12.369	15	12.894	11.800	12.321	12.384	13	12.903	11.439	12.256	12.458	14	13.019	11.692	12.356	12.484	13	13.257	11.582	12.441	12.539	11	12.856	11.602	12.425	0,3%	EU
T-Systems	1.453	15	2.011	1.359	1.552	5.978	15	6.195	5.784	6.232	5.963	13	6.195	5.652	6.286	6.001	14	6.441	5.558	6.313	6.083	13	6.694	5.447	6.417	6.144	11	6.847	5.393	6.308	0,7%	T-Systems
GHS	132	14	543	109	187	530	14	1.977	473	645	548	12	1.944	366	652	540																

