



# Company Presentation

*December 2020*

Tele Columbus AG

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This presentation may contain forward-looking statements. These statements are based on management’s current expectations or beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Although we believe that such forward-looking statements are reasonable, we cannot assure you that any forward-looking statements will prove to be correct. Such forward-looking statements are subject to a number of known and unknown risks, uncertainties and assumptions, which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. In light of these risks and uncertainties, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements. Accordingly, investors are cautioned not to place undue reliance on the forward-looking statements.

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# Tele Columbus AG facts

## Listing

- IPO on the Regulated Market (Prime Standard) of the Frankfurt Stock Exchange on 23 January 2015
- Rights offering completed on 6 November 2015

## Shares

- Ordinary registered shares with no par value (“Namensaktien”)
- # of shares: 127,556,251 (increased by 70,864,584 from 56,691,667 post rights offering)
- Share capital: €127,556,251
- ISIN DE000TCAG172
- WKN TCAG17
- Common Code 112065091
- Ticker TC1

## Selection of largest shareholders<sup>1</sup>

- United Internet Ventures (29.90%)
- Rocket Internet SE (13.36%)
- Union Investment Privatfonds GmbH (5,93%)
- Cross Ocean Partners (3.95%)
- 3D NV (3.44%)
- Free Float (43.42%)

# Tele Columbus at a Glance

## Footprint



## Highlights (FY 2019)

### Leading German fibre network operator

- Strong #2 cable company in Germany in number of Homes Connected
- Revenues: EUR 499m
- Normalised EBITDA<sup>1</sup>: EUR 239m
- Capex: EUR 162m

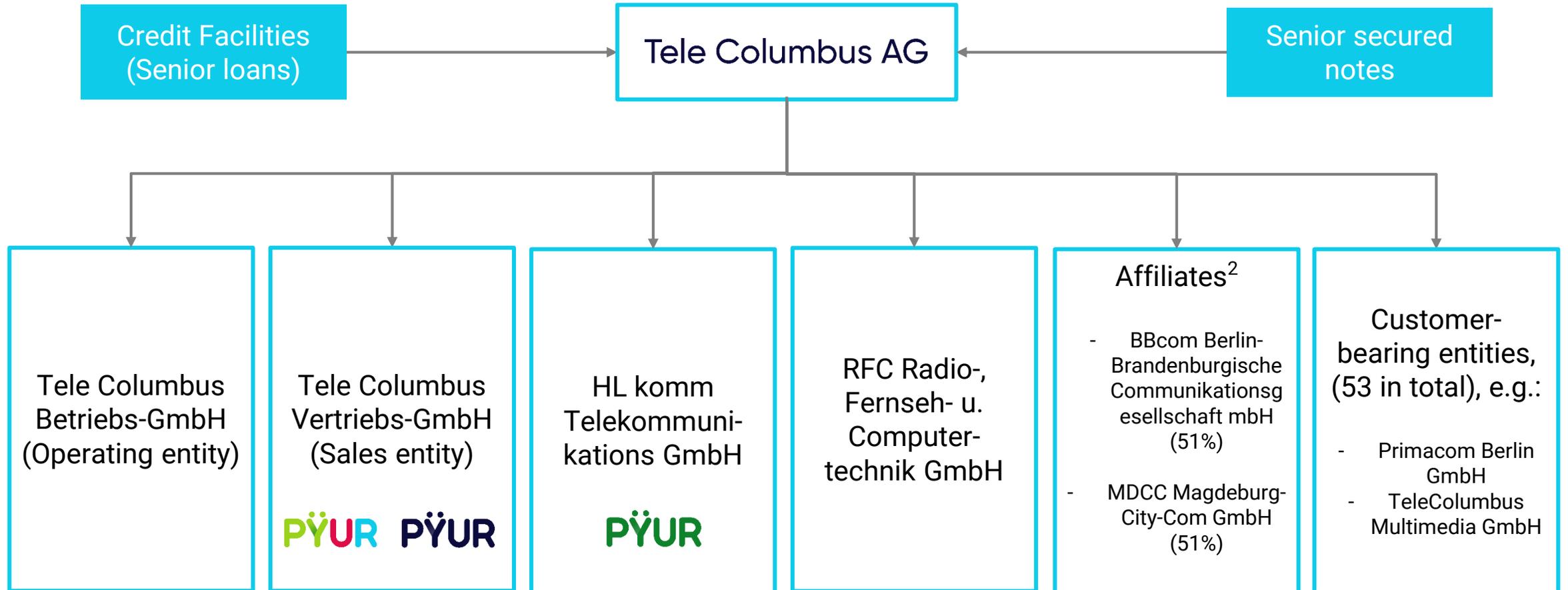
### Strong network assets

- Homes Connected: 3.38m
- Homes Connected upgraded in “own” L3 network<sup>2</sup>: 2.4m (69.6% of HC)

### Highly attractive customer base for cross- and up-selling

- >90% of our 2.27m unique subscribers are in premises of Housing Associations
- CATV RGUs: 2.22m
- Internet RGUs: 584k (24.4% penetration)

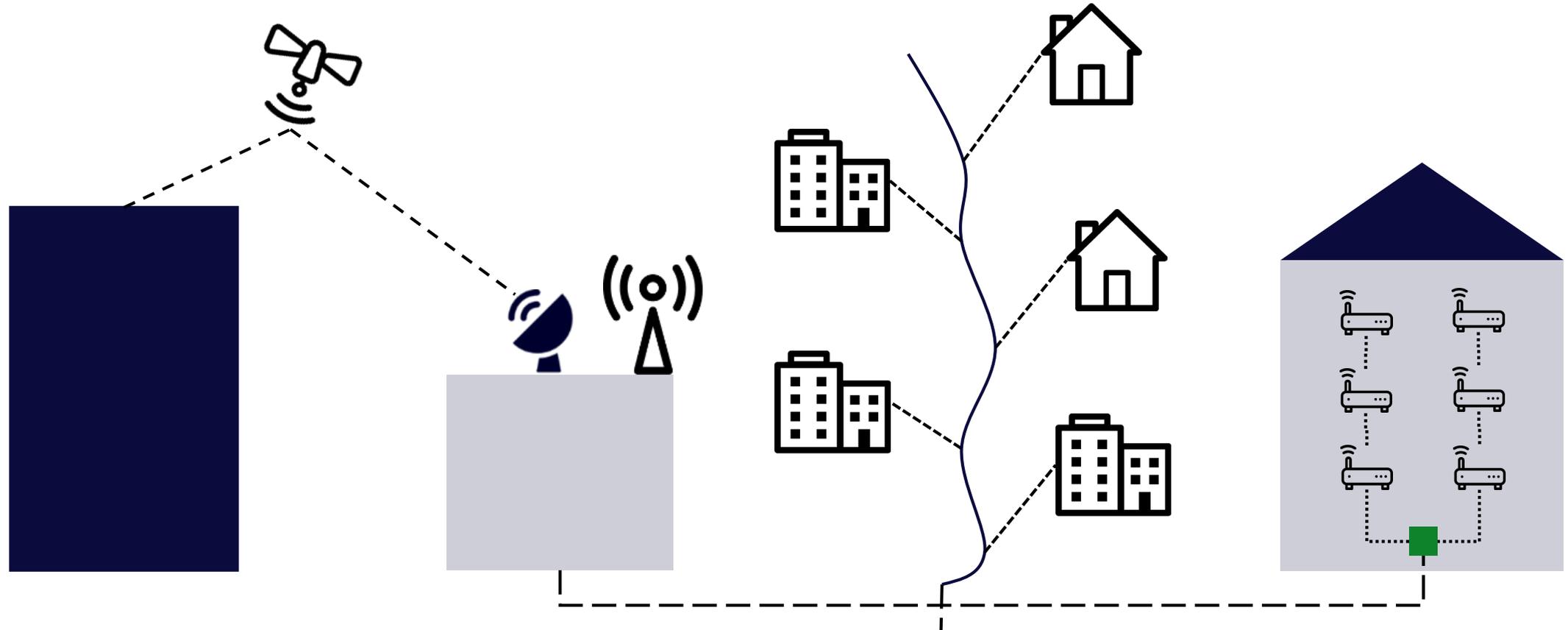
# Schematic Tele Columbus corporate structure<sup>1</sup>



Note: The above chart is simplified from original corporate structure chart format

1) as of December 2019, 2) Fully consolidated

# Network Topology



## Network Level 1

*Content providers /  
Broadcaster*

## Network Level 2

*Satellite Receiver &  
Decoder*

## Network Level 3

*Signal distribution into  
fiber network*

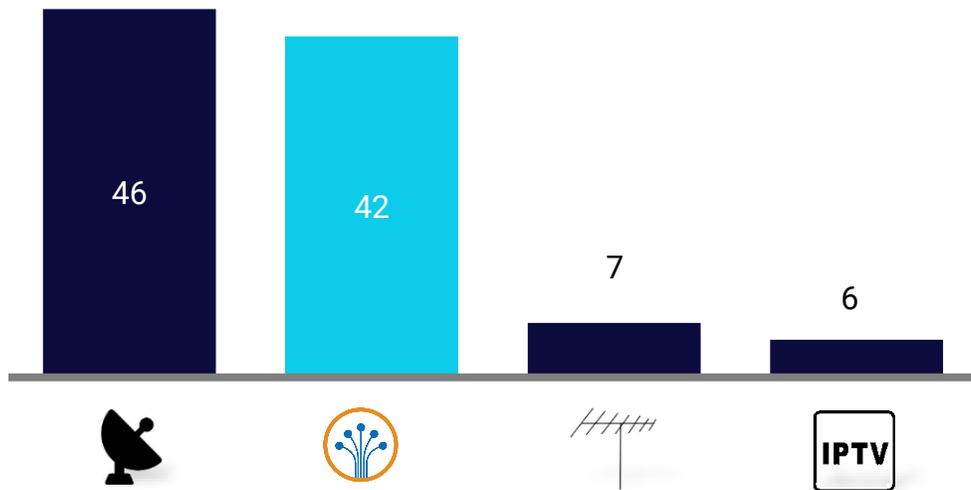
## Network Level 4

*In-House network*

# Increasing data consumption is driving cable market shares

## Cable continues to be a key TV medium ...

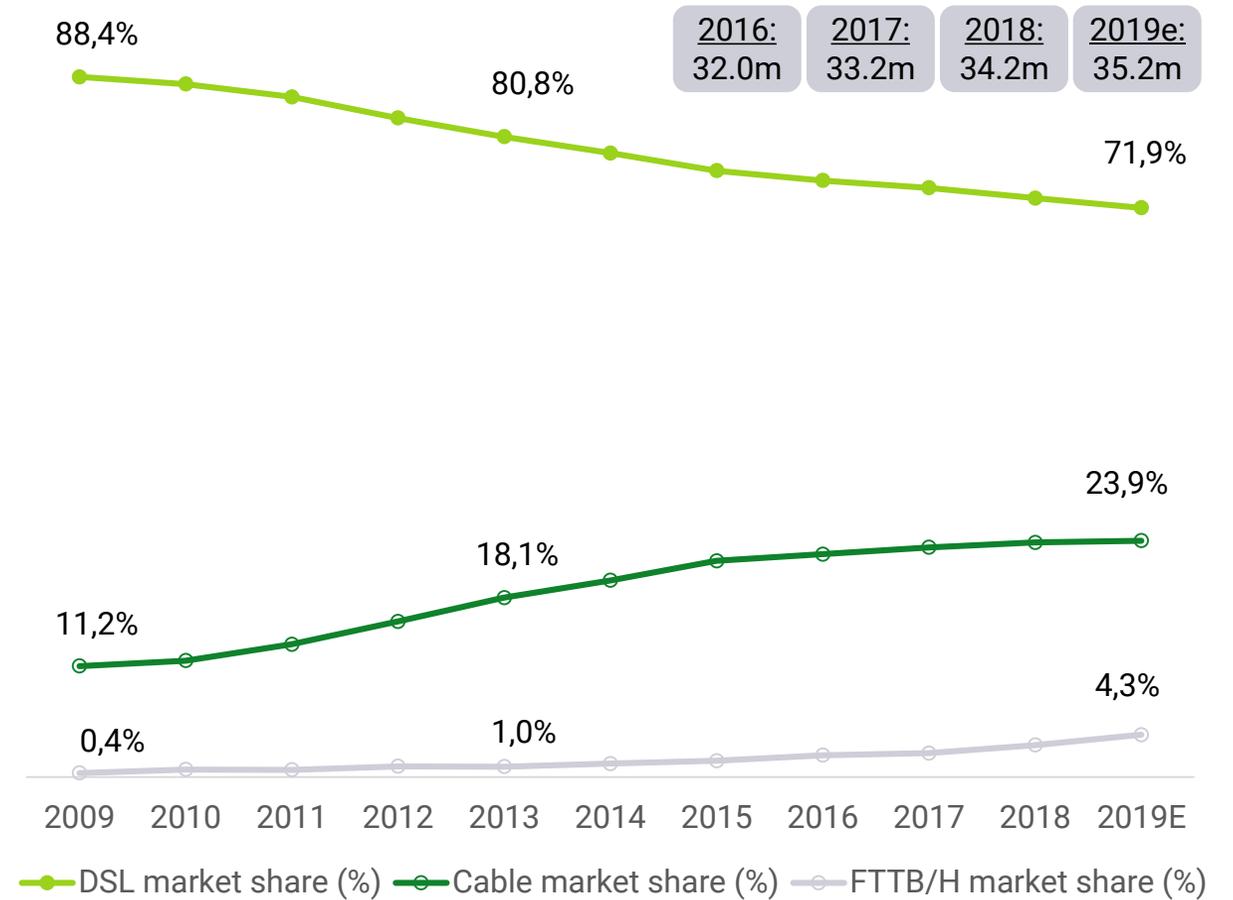
Germany TV Medium (percent of households, 2017)<sup>1</sup>



...with only 2 major players.

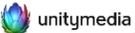


## Cable is experiencing market share gains versus DSL in broadband subscriptions

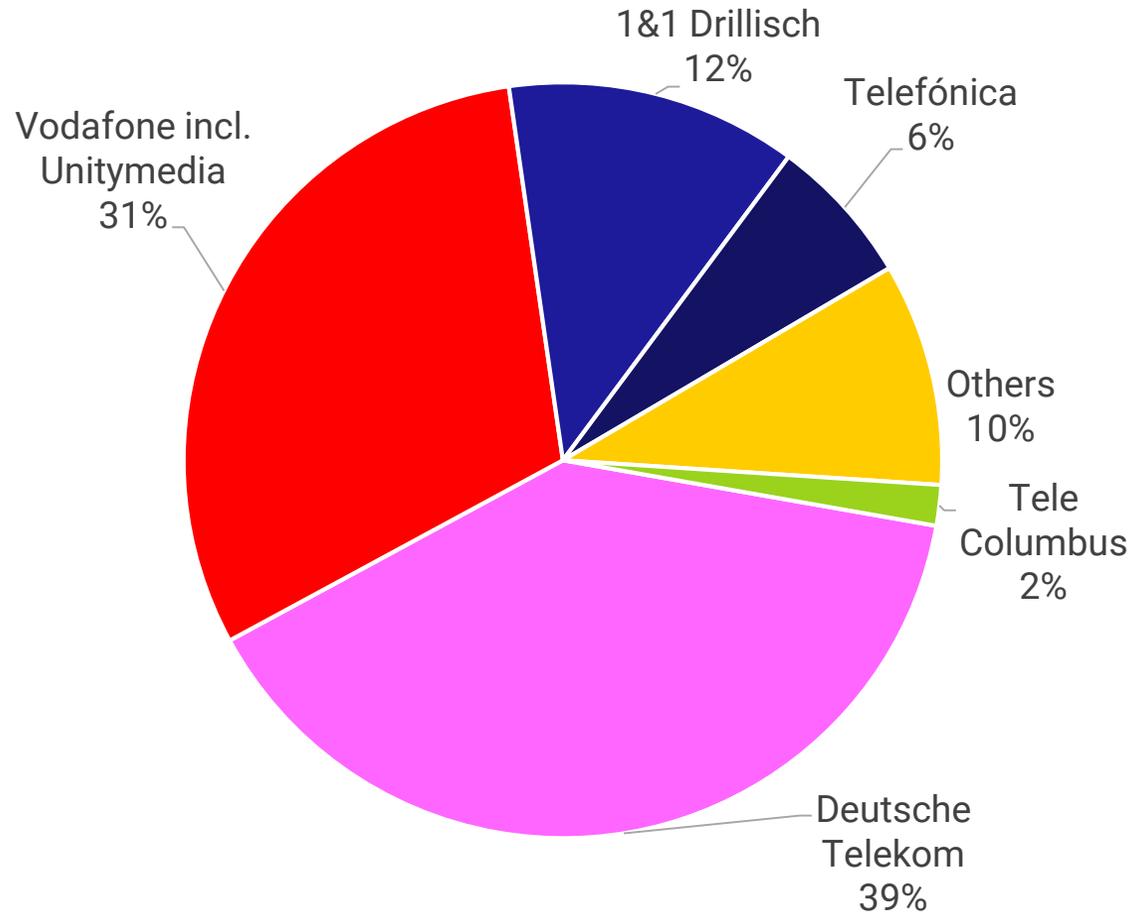


# Access technologies for broadband & TV in Germany

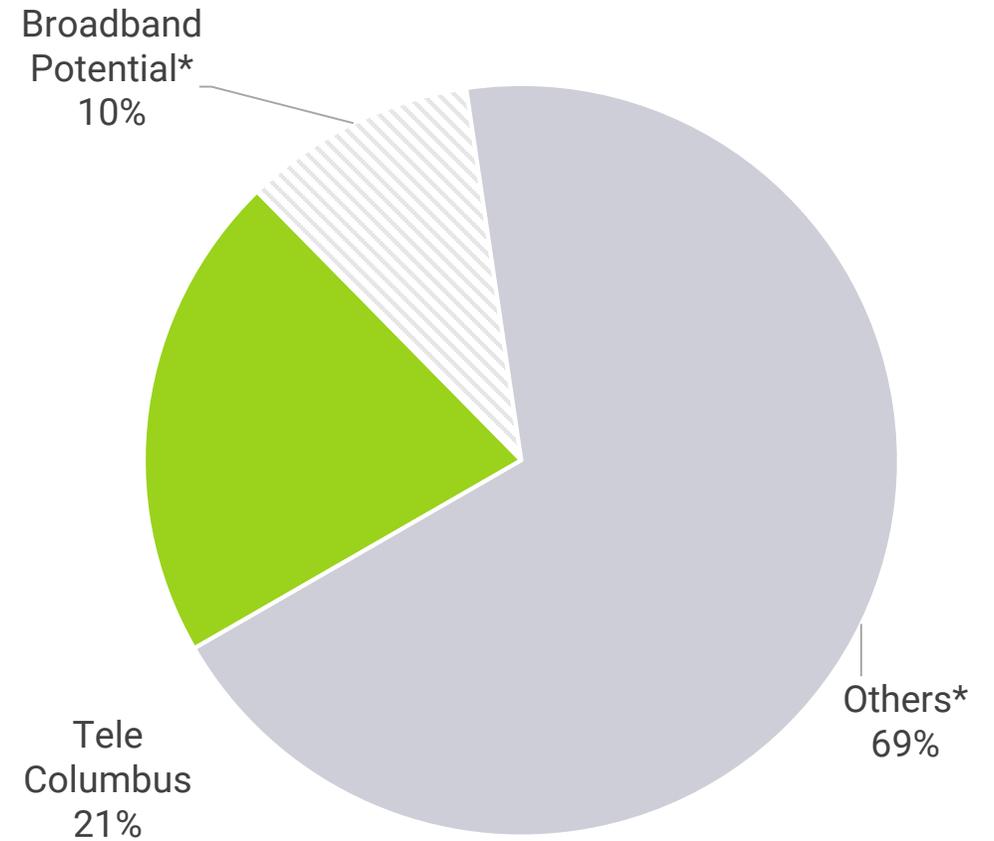
## Illustrative access technologies – Broadband & TV market

Broadband	<p><b>Fiber</b></p>  <p>1-10 Gbps (Symmetric)</p> <p><b>PYUR</b></p> 	<p><b>HFC/Cable</b></p>  <p>400Mbps (D. 3.0) 1-10 Gbps (D. 3.1) (Asymmetric)</p> <p><b>PYUR</b></p>  	<p><b>VDSL</b></p>  <p>50-100 Mbps Vectored &lt;250 Mbps (Asymmetric)</p>    	<p><b>G.fast</b></p>  <p>300-800 Mbps (Dynamic) (a)-symmetric)</p> 
	TV	<p><b>Cable TV</b></p>  <p>No broadband or CPE required</p> <p><b>PYUR</b></p>  	<p><b>IPTV (OTT)</b></p>  <p>Broadband with sufficient bandwidth + CPE required</p>      	<p><b>Satellite</b></p>  <p>No backchannel (only nVoD) + no broadband available</p> 

# Broadband internet market shares in Germany



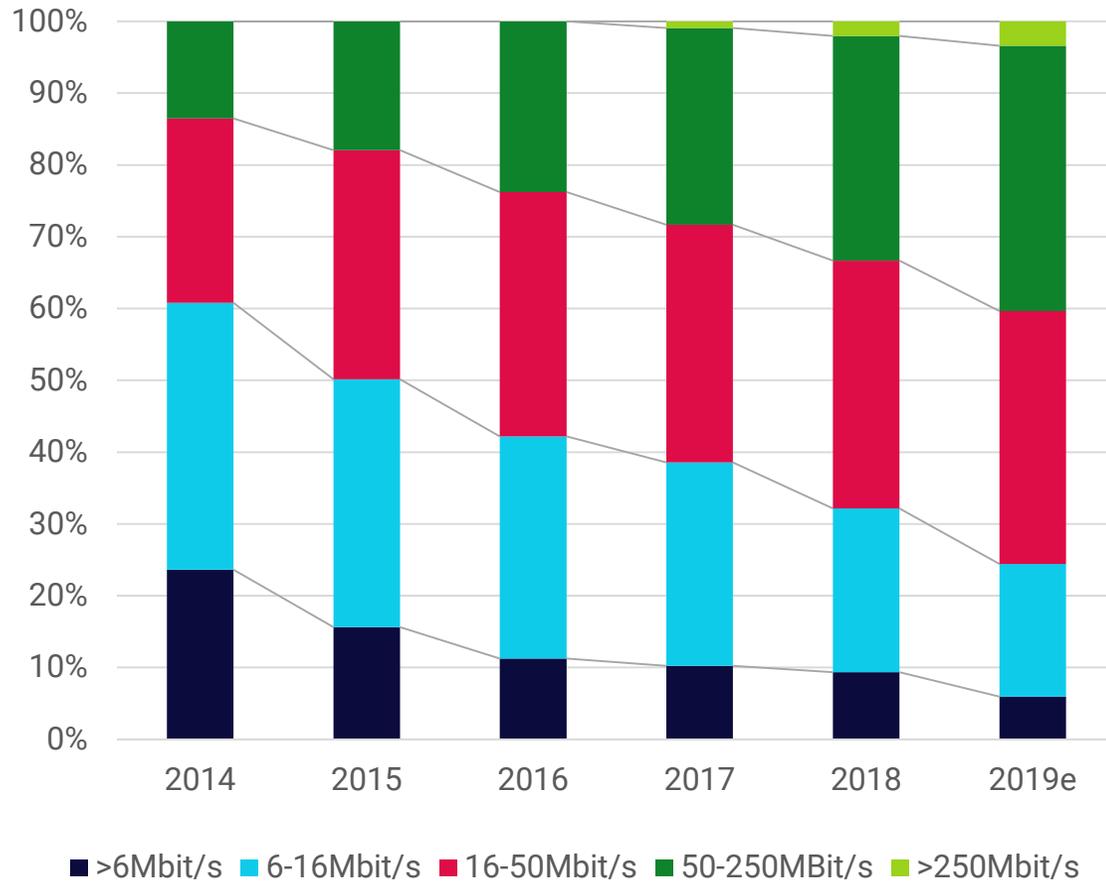
**Total German Broadband customers\***



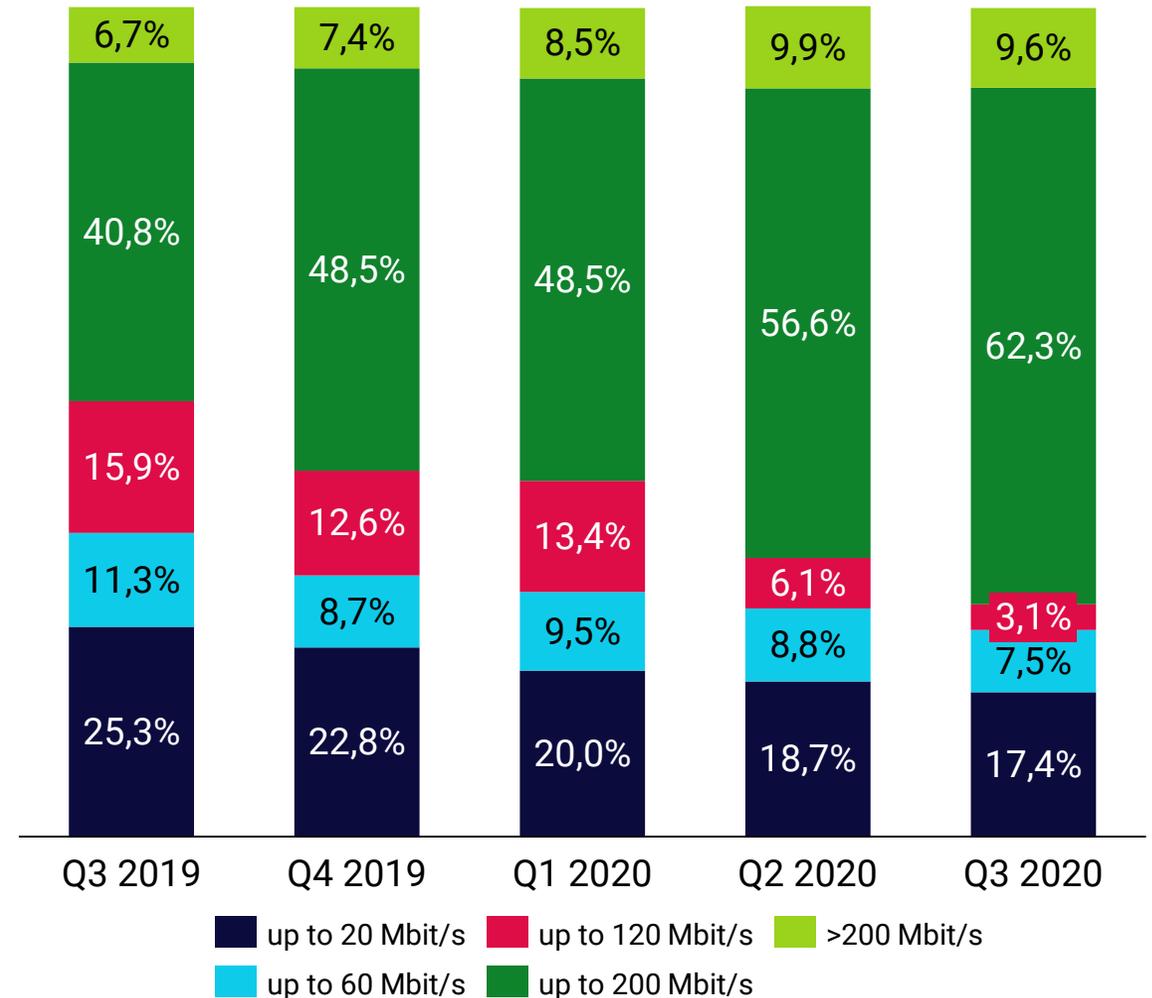
**Tele Columbus 2-way-upgraded footprint, households**

# Customers Increasingly Opt For Faster Broadband Products

Germany: Broadband customers per Speed-Tier



PfUR: Quarterly Broadband gross-add split per Speed-Tier



# Summer Promotions to Stimulate Bundle Demand...



Single IP products

3 or 24 Months Contract\*

<b>20 Mbit/s</b> <b>21.45 € pm</b>	<b>200 Mbit/s</b> <b>32.17 € pm</b>	<b>400 Mbit/s</b> <b>42.89 € pm</b>	<b>1000 Mbit/s</b> <b>85.78 € pm</b>
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**First 6 months all tariffs for free (with 24 months contract)**

Bundle products (incl HDTV)

3 or 24 Months Contract\*

<b>20 Mbit/s</b> <b>34.12 € pm</b>	<b>200 Mbit/s</b> <b>43.87 € pm</b>	<b>400 Mbit/s</b> <b>53.61 € pm</b>	<b>1000 Mbit/s</b> <b>92.61 € pm</b>
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**First 6 months all bundles for free (with 24 months contract)**

Berlin

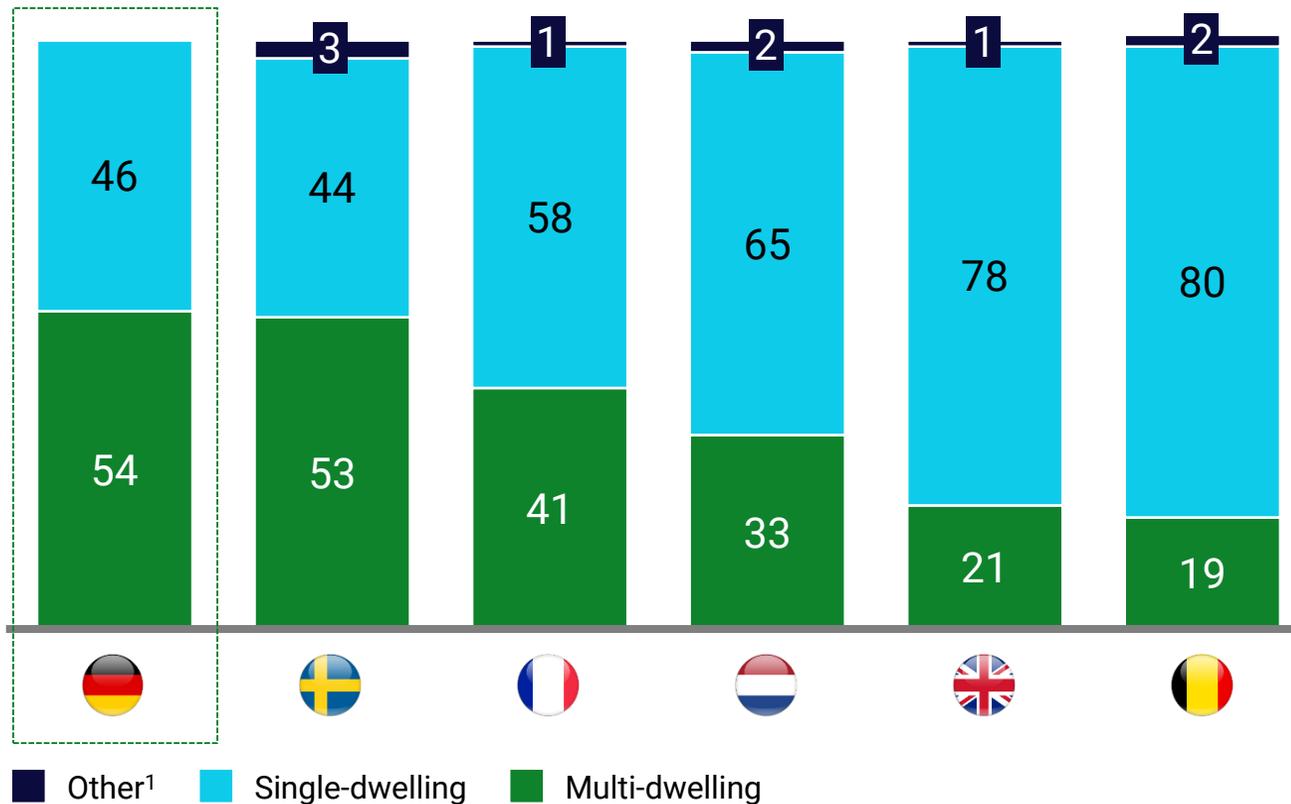
- Focus to win bundle customers via temporarily limited promotions
- Highly attractive offers of IP-only and bundles
- DOCSIS 3.1 live in Berlin reaching ~1m people

11 \*) Customers opting for 24 months contracts benefit from the WiFi modem (Fritz!Box) for free, HDTV for free and a nationwide fixed-line flat rate

# Why are housing associations important in Germany?

## German housing split in a European context<sup>2</sup>

Percent



## Commentary

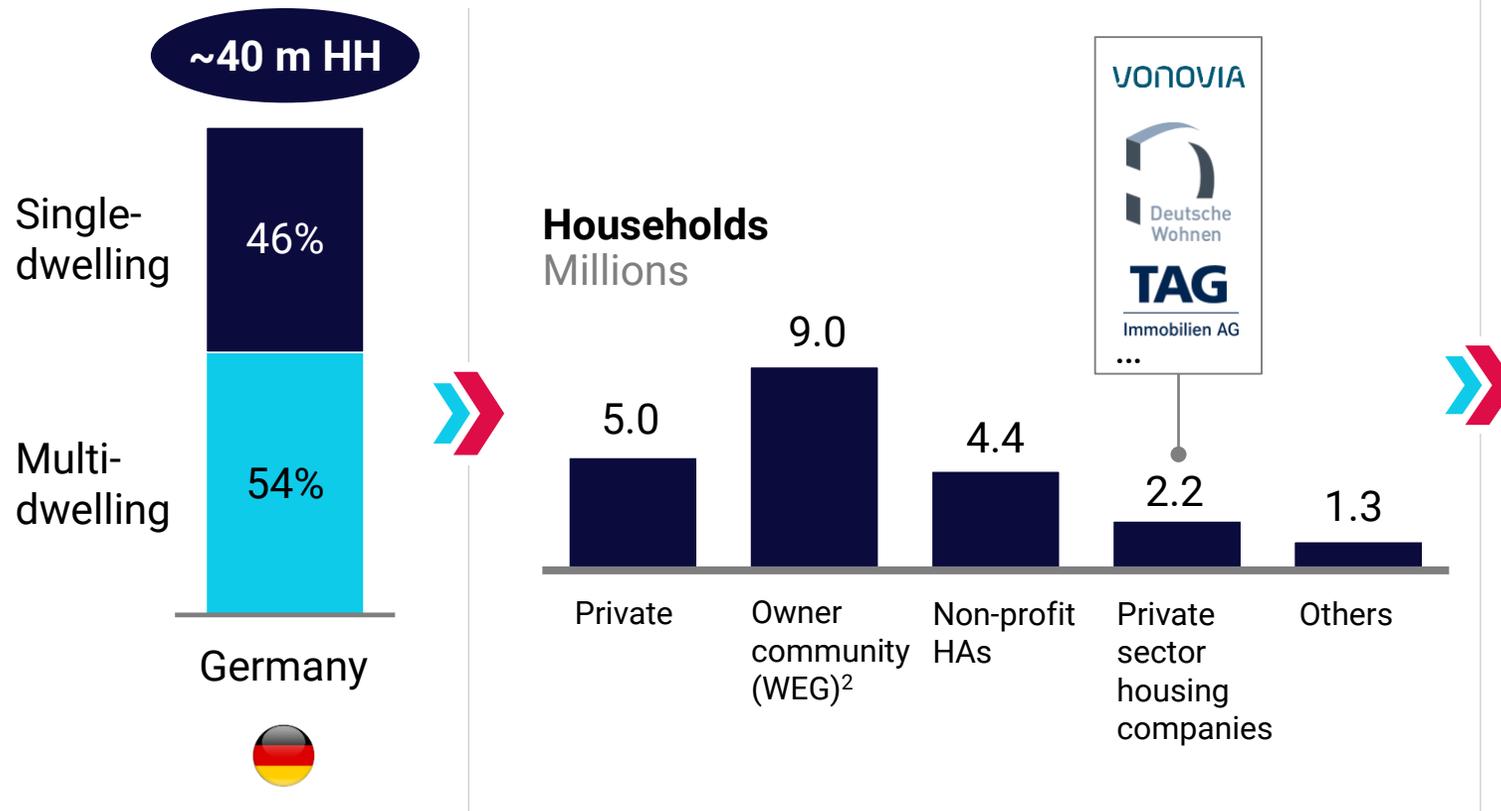
- 54% of Germans live in multi-dwelling units
  - This is one of the highest multi-dwelling unit penetrations in Europe
  - Housing associations key customer group for cable players
  - Multi-dwelling units are typically managed by housing associations which also manage access for residents to different services including TV

<sup>1</sup> Represents places of residence which are either uncommon or very specific, e.g. mobile dwelling, summerhouse, single room, etc.

<sup>2</sup> Source: Euromonitor International (March 2016)

# What do housing associations look like?

## Housing Association ownership structure



## Position of Tele Columbus

- TC's division for HA is specialized in serving the municipal and cooperating HAs and companies (especially the larger ones)
- The signing of a typical concession agreement secures the exclusive sale of our products to more than 1,000 homes for several years and is therefore the enabler of a profitable network expansion strategy
  - 60% of our business is generated by large HA<sup>1</sup>
  - 40% are secured by medium and small sized HA<sup>1</sup>, owners associations (WEG<sup>2</sup>) and private homes

**Heterogeneous structure which requires dedicated experienced sales force**

<sup>1</sup> Large housing associations refer to 500 – 10.000 homes while smaller ones refer to 50 – 500 homes

<sup>2</sup> WEG = Wohnungseigentümergeinschaften

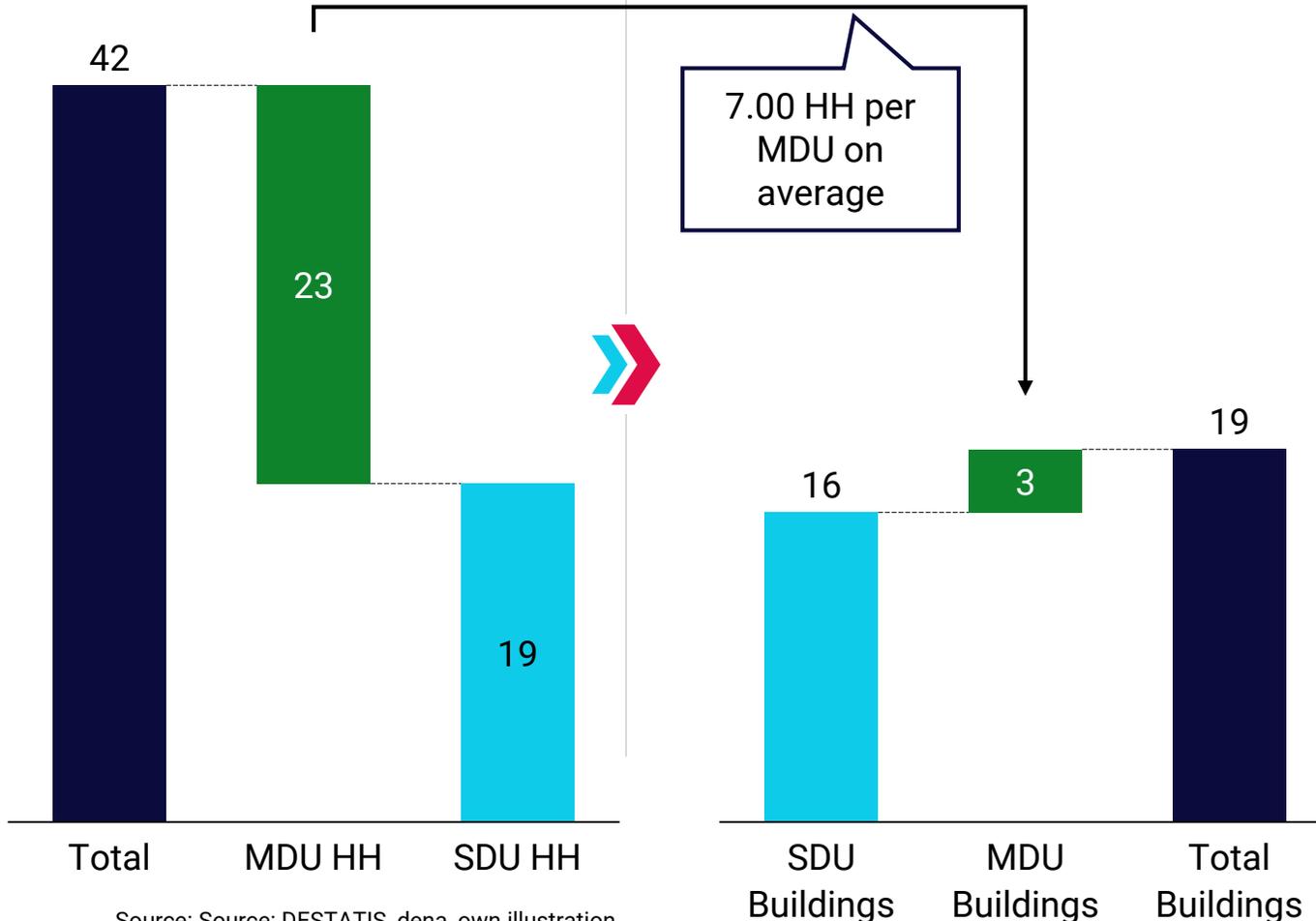
Source: Euromonitor International (March 2016); Zensus 2011: Gebäude und Wohnungsbestand in Deutschland (Statistische Ämter des Bundes und der Länder, published in December 2015)

# Why is the MDU segment attractive?

## Building types in Germany

**Households**  
Millions

**Buildings**  
Millions



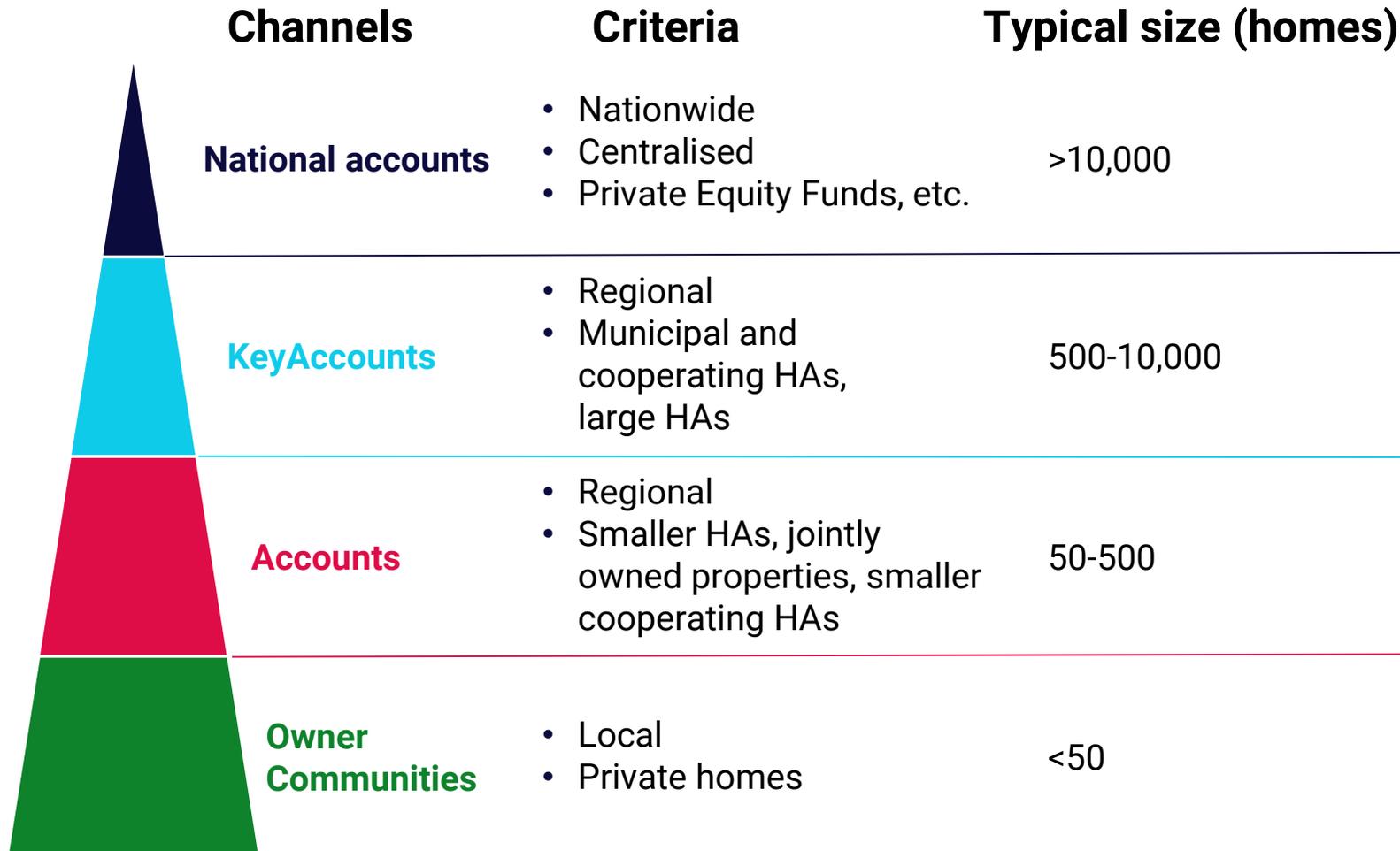
Source: Source: DESTATIS, dena, own illustration

## More efficient roll-out

- By connecting one MDU building with fibre, TC is able to connect 7 households without further construction needed  
– Just in-house wiring
- Without disturbing tenants, upgrade to FTTB easily possible

# Our Housing Association Sales Team serves Customers of all Sizes

## Overview of customer segmentation

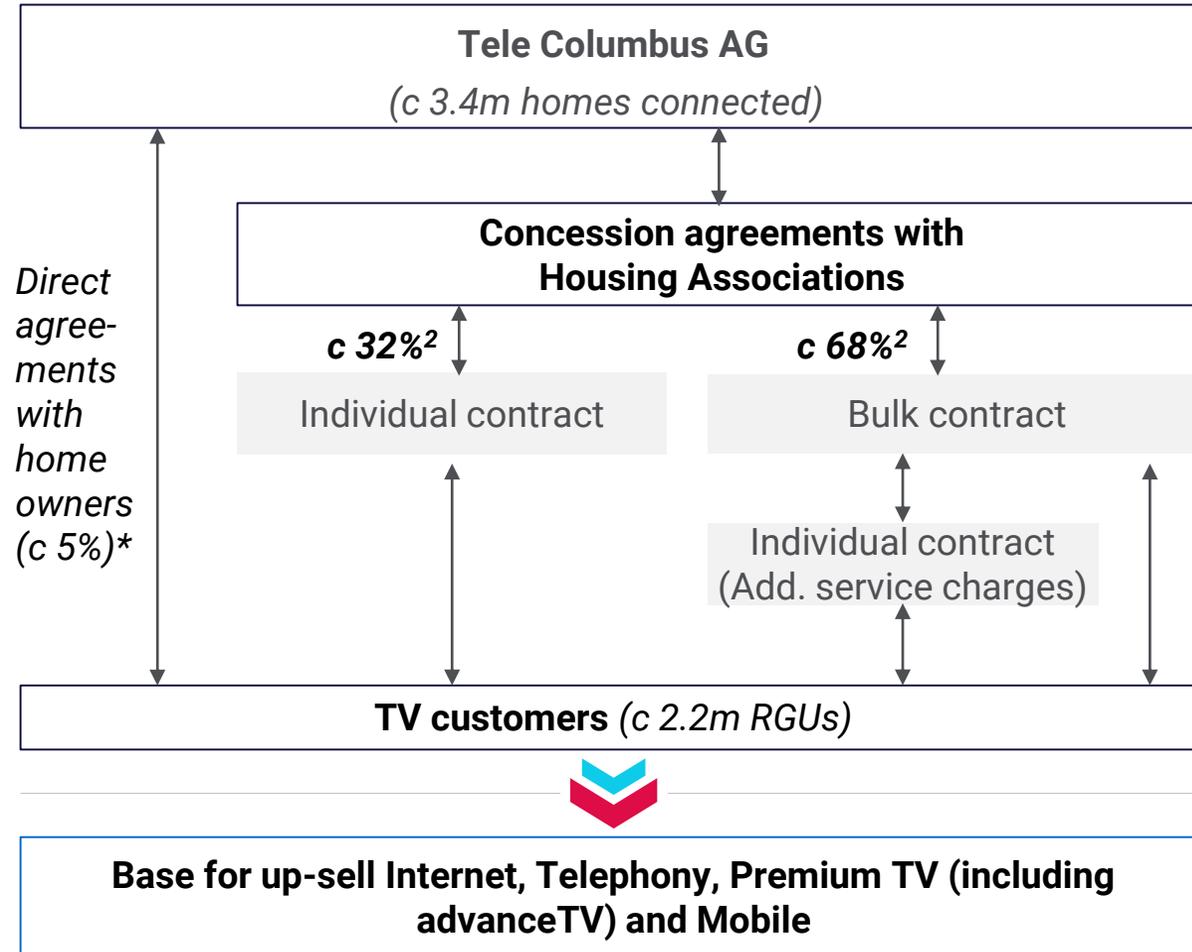


## Comments

- **Highly diversified contract base**
  - Increased through mainly small size contracts of Primacom and Pepcom
- **No concentration risk of few large contracts**
- **Highly targeted effort to address contract renewals**

# Housing association contract dynamics are attractive

## Contract structure German cable<sup>1</sup>



## Key attractions of HA model

- Large number of bulk contracts
  - c 68% of CATV RGUs by bulk contracts
  - CATV revenues are billed for all homes connected through HA Utilities (100 % CATV penetration)
  - Stable TV ARPU for the entire contract period
  - Higher upselling potential
- Long contract durations
  - Bulk contracts with typical duration of 8-10 years
- Exclusivity
  - No other cable competitor once concession is awarded
  - Prime positioning for Internet and Telephony up-sell
  - Remaining competition from inferior DSL products

<sup>1</sup> As of 31 December 2019

<sup>2</sup> Split based on TV RGUs

\* Per 31 December 2019

# Housing Association Contract Details

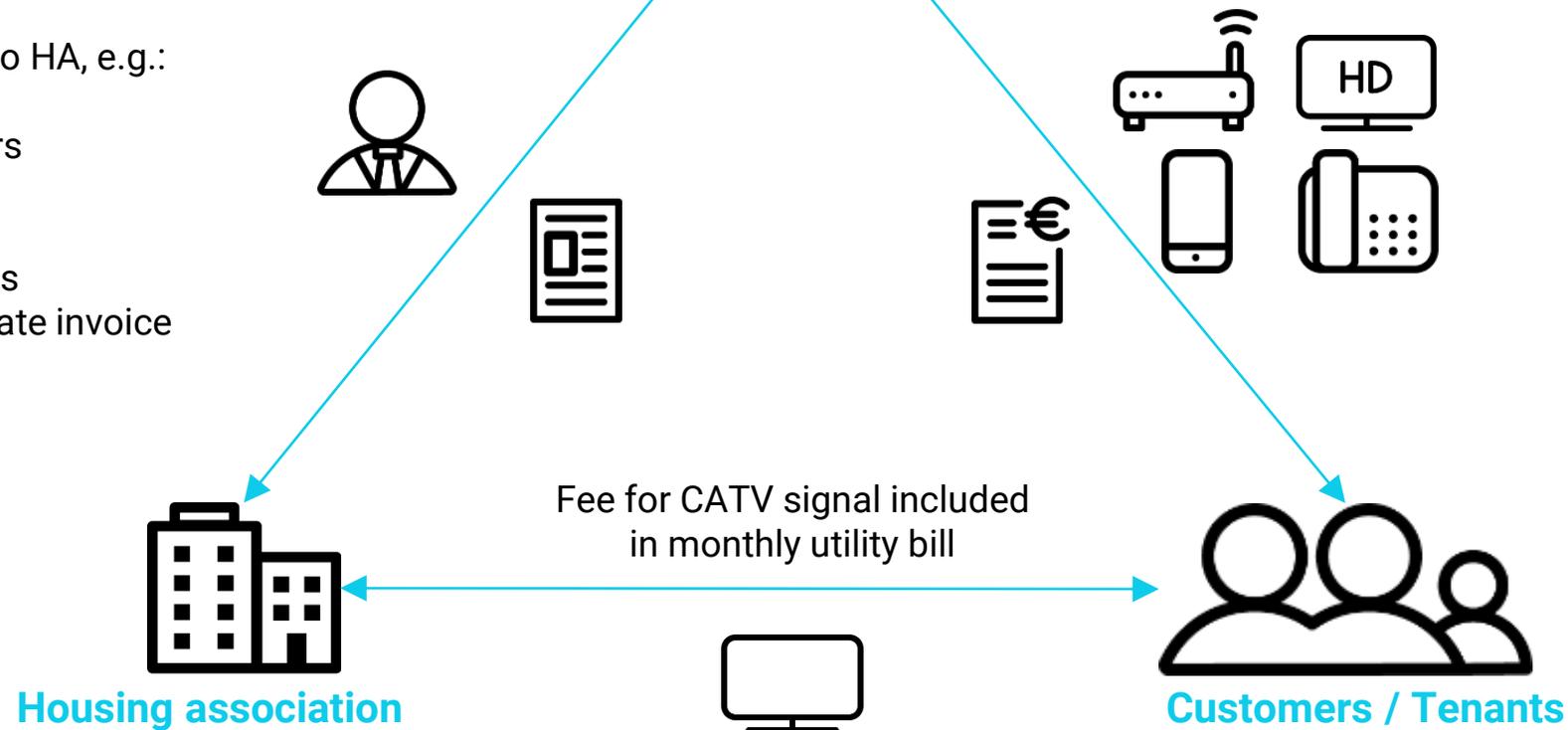
## Concession agreement with Housing Association

- B2B sales effort
- Long contract duration
- Exclusivity for all services via cable infrastructure
- Additional services to HA, e.g.:
  - Infoscreen
  - Smart utility meters
- Benefit to clients:
  - Cheaper conditions
  - In CATV: no separate invoice

PYUR

## Individual contract with customer:

- Internet & telephony services
- Premium TV services
- Invoice via PÿUR
- Competition vs. DSL





# Q3 2020 Results

*13 November 2020*

Tele Columbus AG

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# Agenda

**1. Key Messages**

***Dr Daniel Ritz (CEO)***

**2. Operational Update & KPIs**

***Dr Daniel Ritz (CEO)***

**3. Financial Performance**

***Eike Walters (CFO)***

**4. Outlook**

***Dr Daniel Ritz (CEO)***

**5. Q&A**

# Key Messages - Q3 2020

## Operational

- TC continues to remain largely **unaffected** by the **pandemic** so far
- **Acceleration of IP and Telephony net adds** in Q3 with **+8k and +4k** respectively
- **NPS continues to improve** across the board, overall NPS now also in positive territory
- **Strong B2B growth** in Q3, driven partly by project-related lower margin hardware sales

## Financial

- **Confirming FY 2020 Guidance** pro-forma strategic review one-off costs
- **Q3 core revenues** (excl. construction work) **improve by 1% YoY** to EUR 117,2 million
- **Q3 EBITDA adjusted** for strategy-related one-offs **up 1% YoY** to EUR 57,6 million
- **Q3 Capex down by 19% YoY** to EUR 33,8 million - cautious capex spend in the pandemic

## Strategic

- Prolongation of **20,000 HC in Schwerin** with **FTTB upgrade**
- Start of operation of **second regional fibre backbone ring** reinforces **Fiber Champion strategy**
- **Re-confirming** our commitment to provide **financing update in calendar Q4**

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***Eike Walters (CFO)***

**4. Strategy Update**

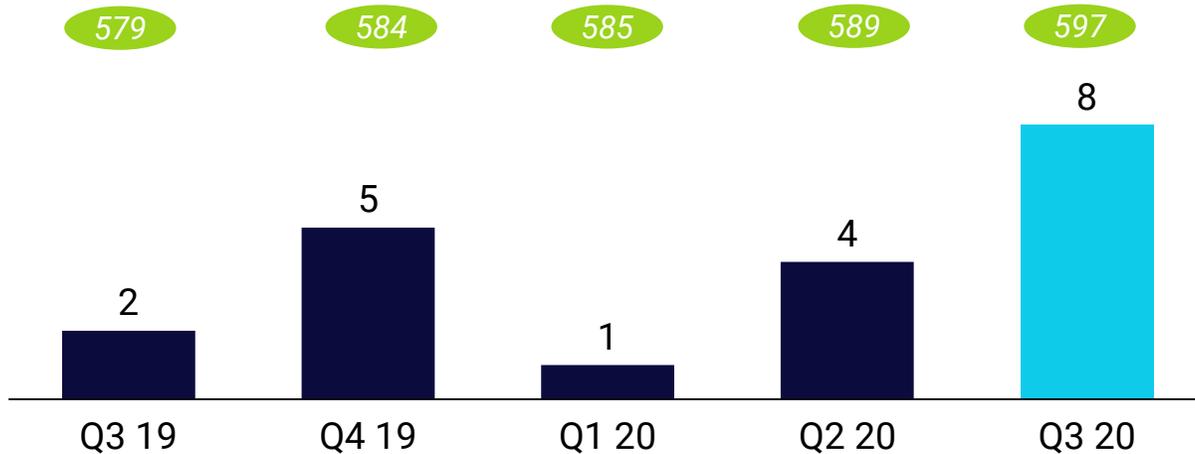
***Dr Daniel Ritz (CEO)***

**5. Q&A**

# Operational Update & KPIs: Further IP net add acceleration in Q3

## Internet<sup>1</sup> RGU net change

Thousands, rounding differences might occur



### Internet

- IP net adds double in Q3 compared to previous quarter
- Meeting guidance on FY IP net adds with YTD +13k per Q3, clearly above FY 2019 level of +10k

## Telephony<sup>2</sup> RGU net change

Thousands, rounding differences might occur



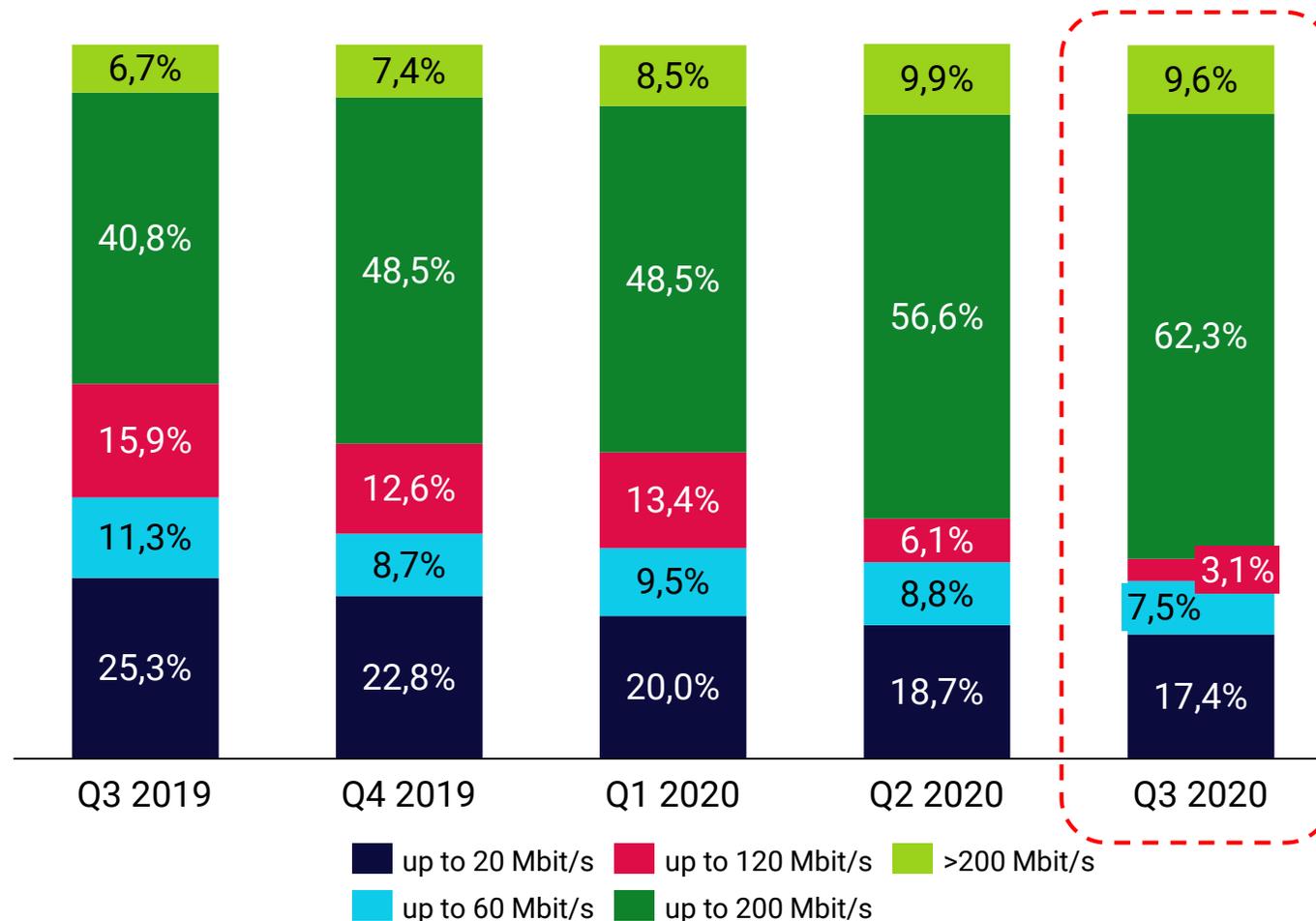
### Telephony

- Sequential and YoY improvement
- Increased fixed-line usage in the pandemic

# Operational Update & KPIs: Bandwidth demand for 200+ Mbit/s continues to grow

## Quarterly gross adds<sup>1</sup>

Ordered bandwidth as % of total gross adds, rounding differences might occur

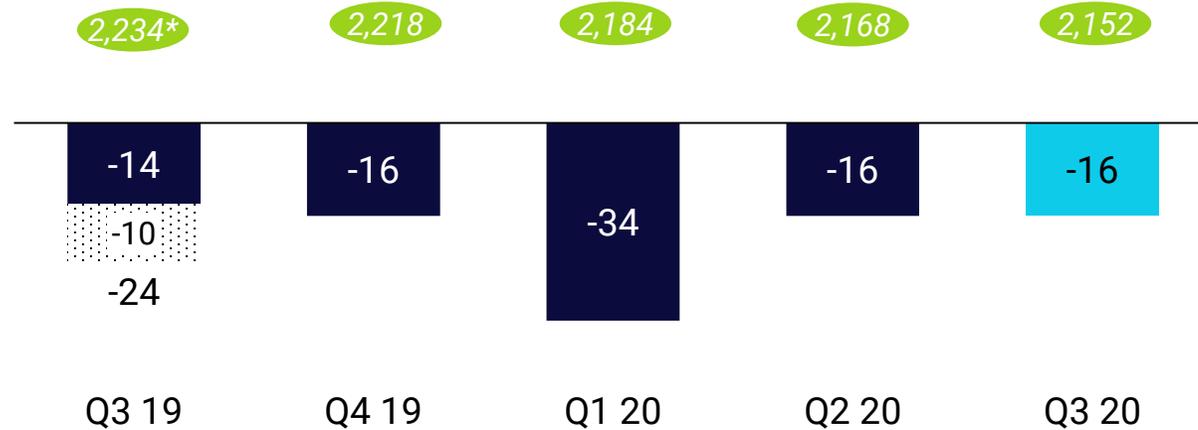


- Ongoing trend towards higher bandwidth visible in gross adds
- More than 70% of gross adds continue to choose tariffs of 200 Mbit/s or more
- >80% of new customers opt for 24 month tariffs, higher bandwidth overcompensates discount

# Operational Update & KPIs: CATV sequentially better, but challenges remain

## CATV RGUs net change

Thousands, rounding differences might occur



### CATV

- Recent trends continue, environment remains challenging
- Slight seasonal improvement of RGU development, as expected

## Premium TV RGUs net change

Thousands, rounding differences might occur



### Premium TV

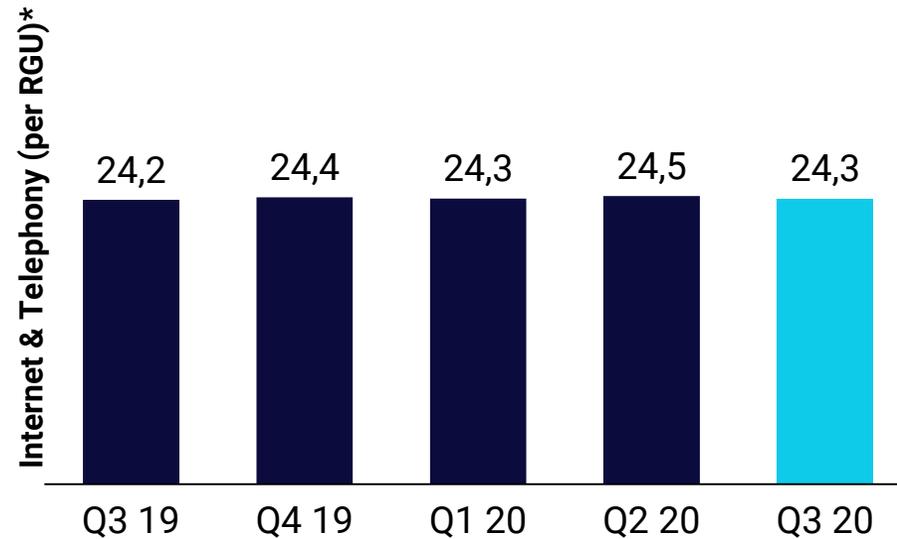
- Latest quarter with improved result, remain cautious however

**#,###** Absolute RGUs, thousands

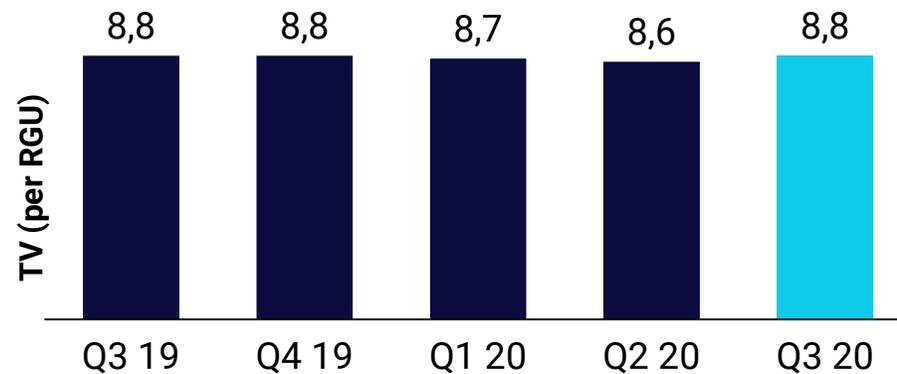
# Operational Update & KPIs: Recent ARPU trends continue

## ARPUs

EUR, rounding differences might occur

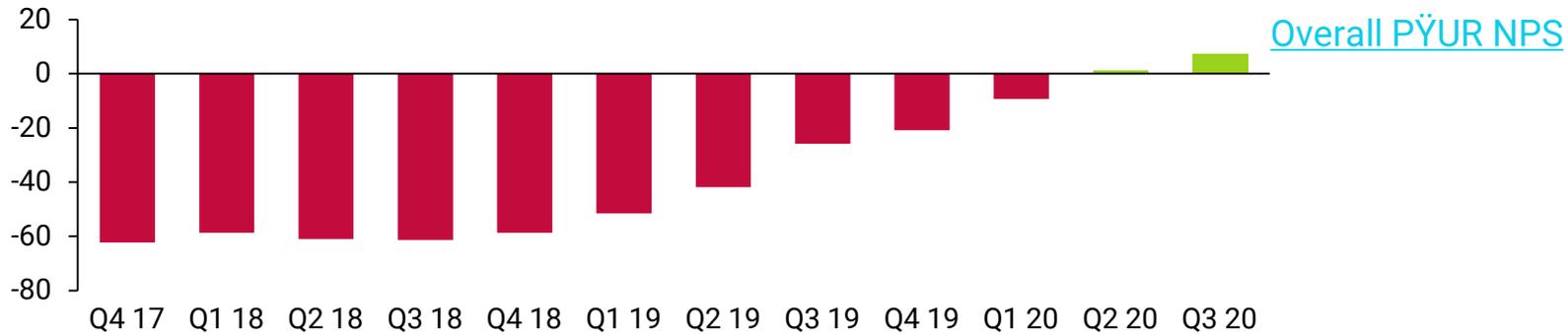


- Largely stable ARPU development year on year and sequentially

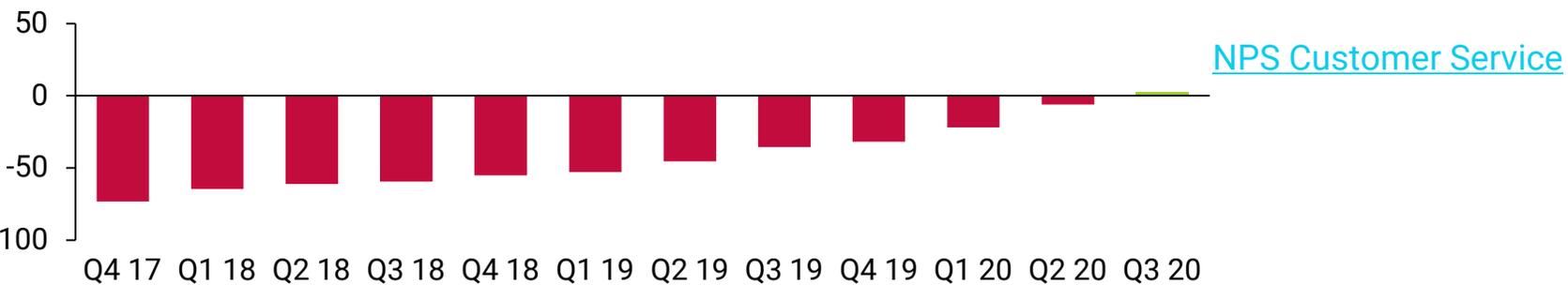


- Stable year on year development in a structurally challenging market

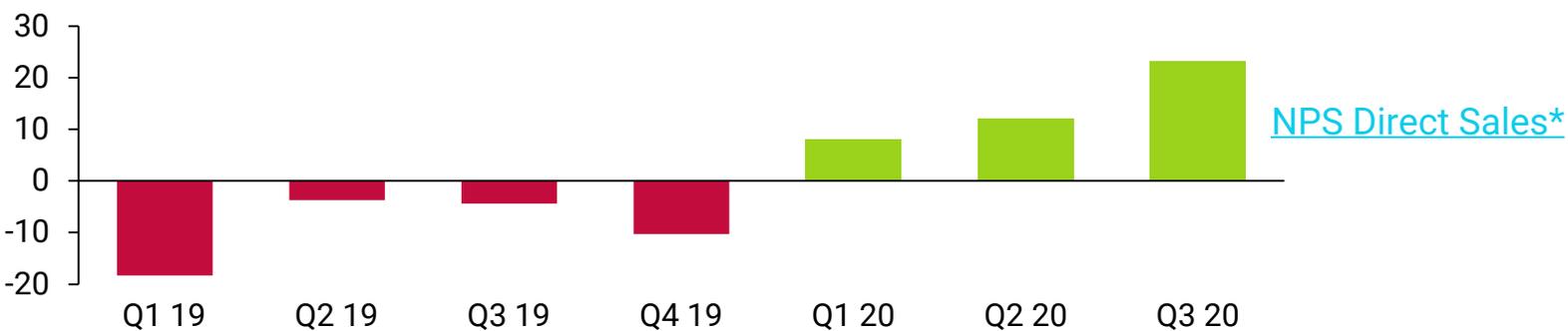
# Operational Update & KPIs: NPS improves further across the board



- Overall PÿUR NPS positive, but still significant room for improvement

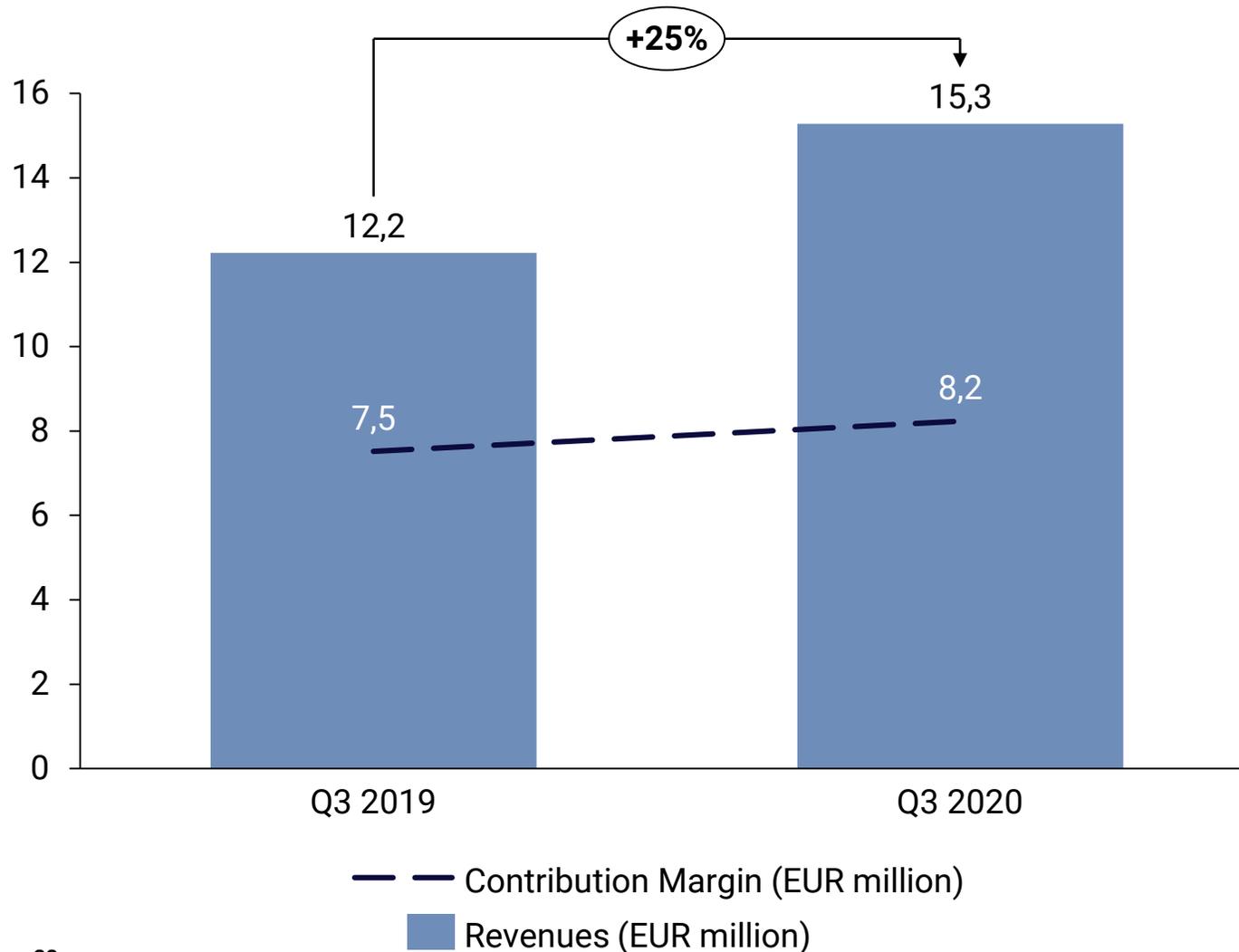


- Customer Service NPS also positive for the first time on a quarterly basis



- Direct Sales NPS continues strong upward trend in Q3

# Operational Update & KPIs: Strong B2B growth benefits from hardware sales



- Strong revenue growth in Q3 driven partly by project-related lower margin hardware sales
- Overall demand continues to be driven by internet and bandwidth products
- Profitability expected to return to previous levels by Q4

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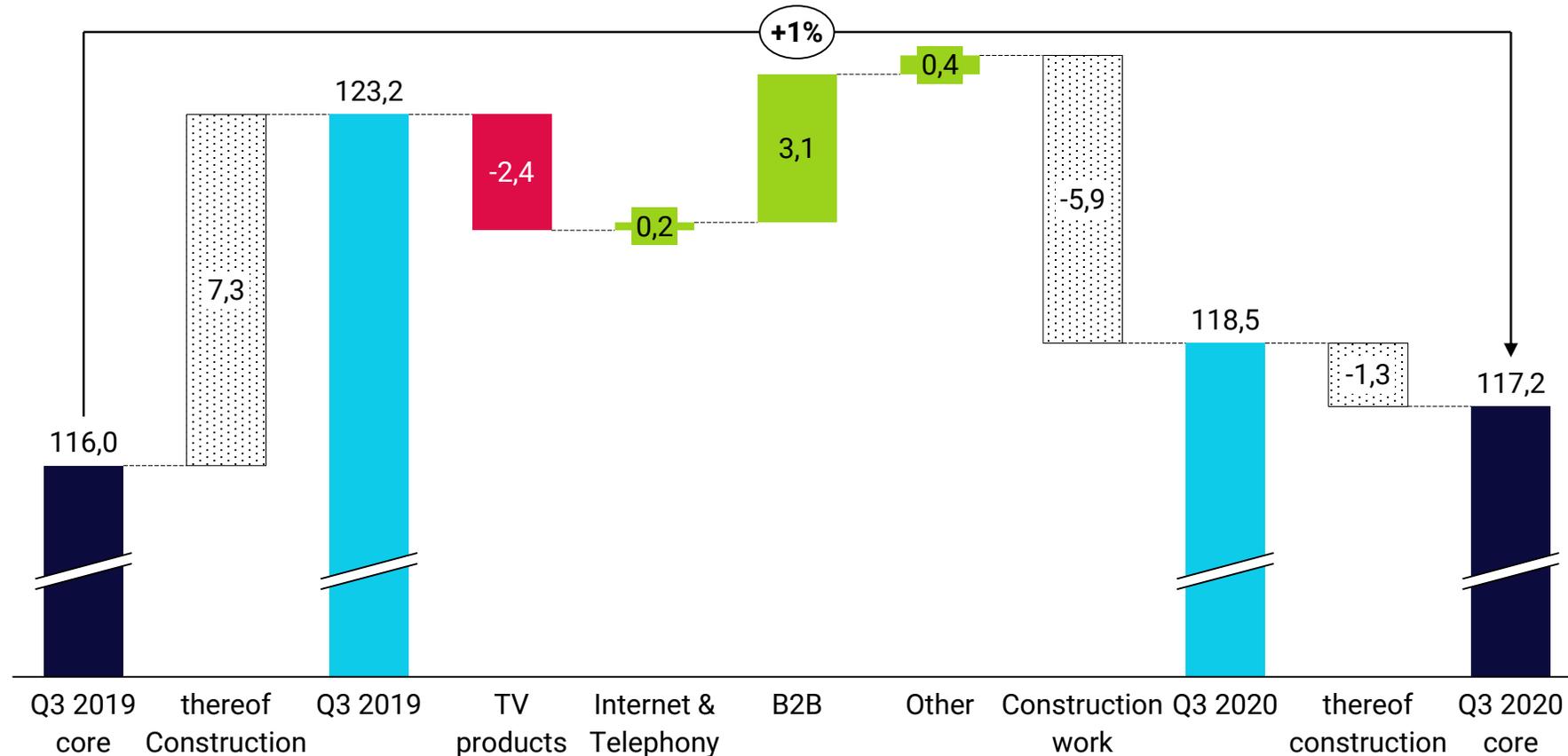
***Dr Daniel Ritz (CEO)***

**5. Q&A**

# Financial Performance: B2B revenues drive growth, while TV remains challenging

## Revenues

EUR millions, rounding differences might occur

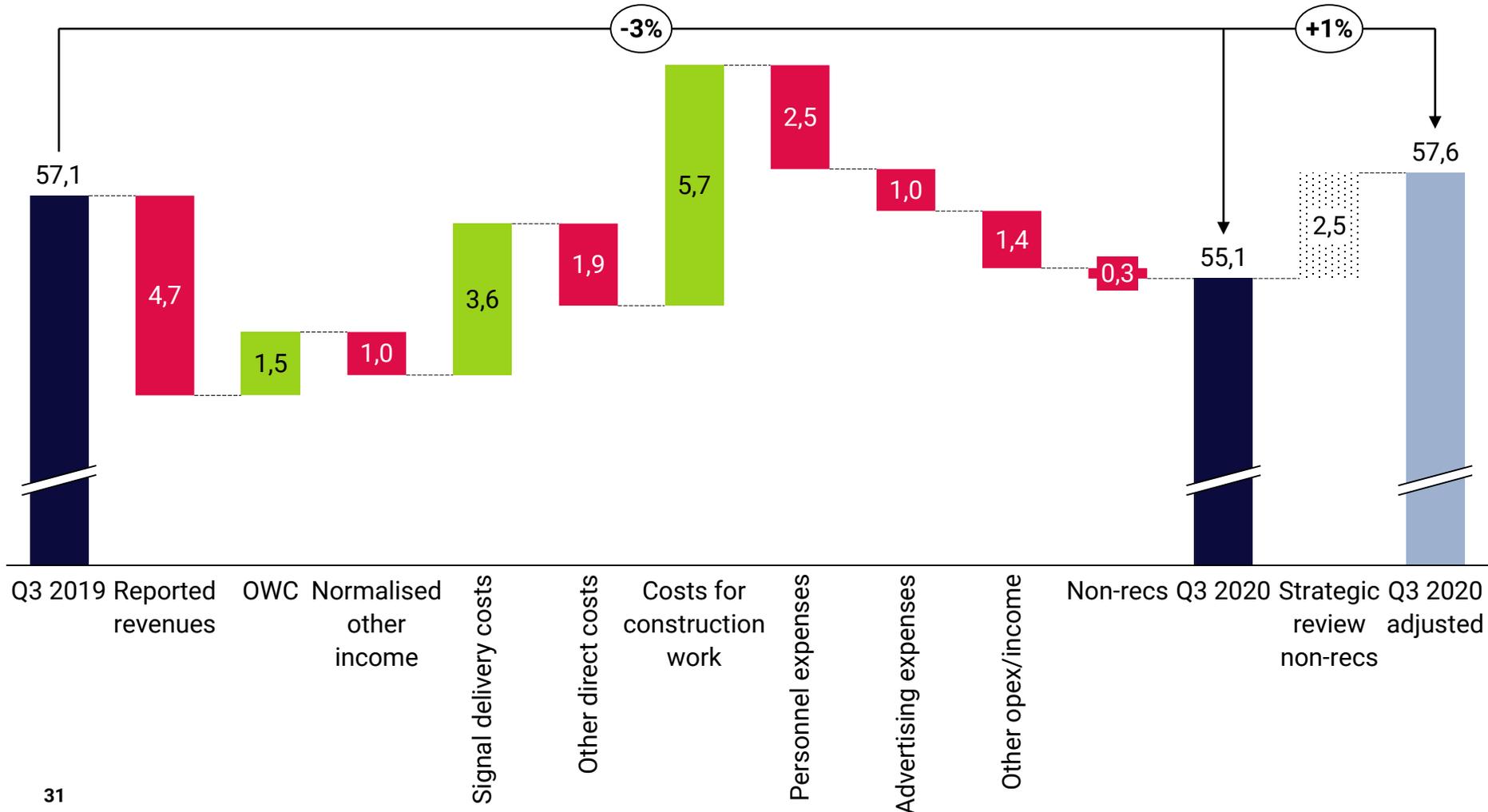


- Q3 core revenues of EUR 117,2 million (excl construction work) up 1% year on year
- Recent TV trends continue amid a structurally challenging market environment
- B2B revenues increasing strongly by 25% year on year

# Financial Performance: EBITDA impacted by one-offs related to strategic review

## Reported EBITDA

EUR millions, rounding differences might occur

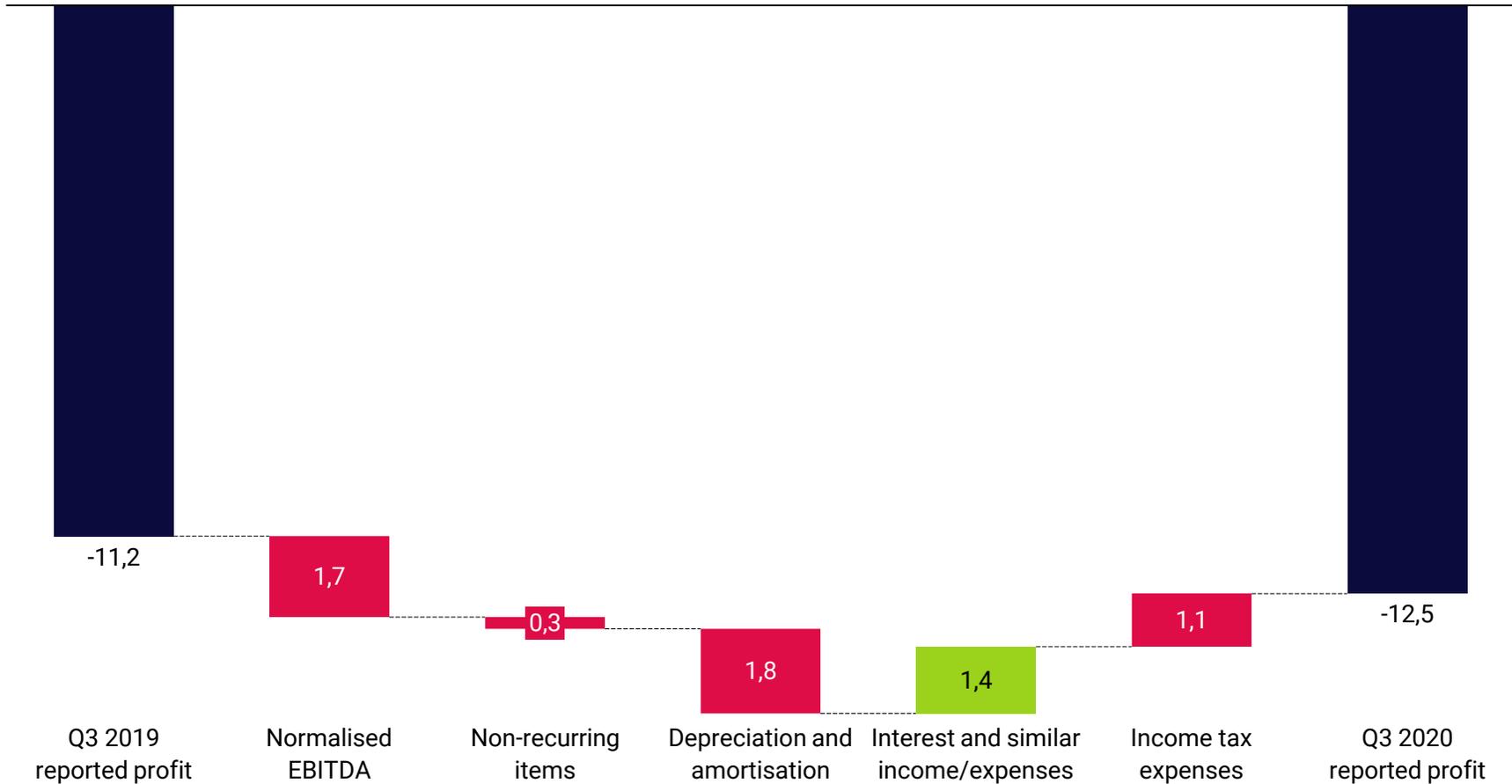


- Strategic review-related non-recs amounted to EUR 2,5 million in Q3
- Higher marketing expenses YoY due to increased commercial activity
- Personnel and other opex increase explained by low comparable base (reversal of provision) and conservative approach to bad debt amid the pandemic

# Financial Performance: Net loss slightly higher YoY, yet lower sequentially

## Reported profit

EUR millions, rounding differences might occur

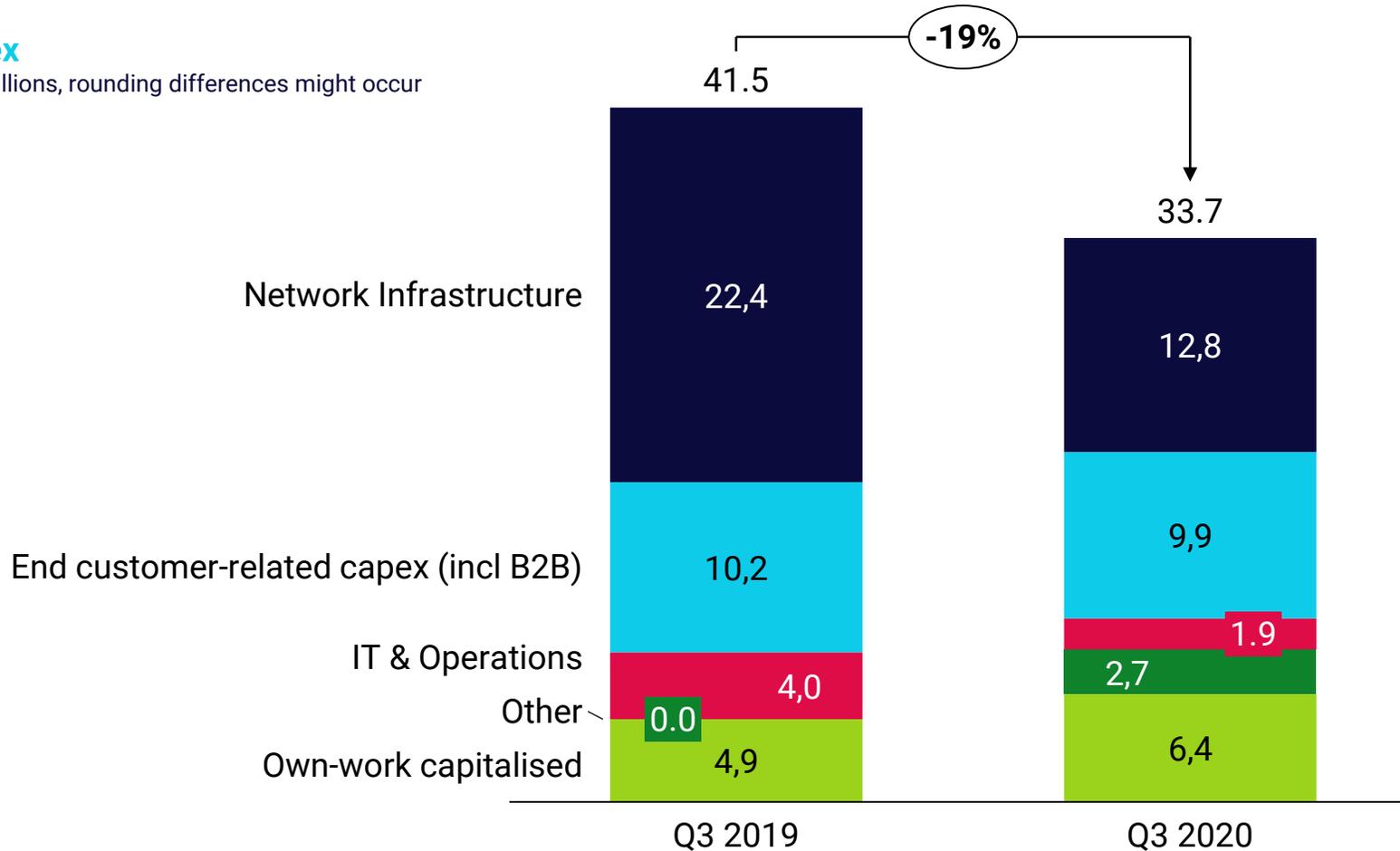


- Main drivers:
  - Lower Normalised EBITDA
  - D&A increase due to more activated construction work
  - Re-valuation of embedded derivatives (non-cash)

# Capex: Conscious capex spend in Q3

## Capex

EUR millions, rounding differences might occur



- Q3 capex strongly declining YoY, likely translating into FY 2020 capex to come in on lower end of guidance
- Strong capex decrease YoY reflects cautious approach to investments amid uncertain overall economic environment

# Leverage and liquidity

	Terms <sup>1</sup>	Maturity	Per 30 June 2020		Per 30 September 2020	
			EURm <sup>2,3</sup>	Leverage <sup>5</sup>	EURm <sup>2,3</sup>	Leverage <sup>4</sup>
Cash			(10)	(0.04x)	(56)	(0.23x)
RCF (€10m)	E+500bps	Aug 2022	-	-	-	-
Term Loan	E+500bps	Aug 2022	-	-	40	0.17x
Term Loan	E+425bps	Oct 2023	75	0.31x	75	0.31x
First Lien Term Loan	E+300bps	Oct 2024	707	2.92x	707	2.94x
Senior Secured Notes	3.875%	May 2025	650	2.68x	650	2.70x
Other			3	0.01x	3	0.01x
<b>Net debt</b>			<b>1,425</b>	<b>5.88x</b>	<b>1,419</b>	<b>5.90x</b>

**EUR 76 million of available cash per end of October with RCF completely undrawn**

<sup>1</sup> Lower terms apply in case of deleveraging; ticking fee applies on undrawn amount; <sup>2</sup> Excluding non-controlling interest, finance leases and restricted cash; <sup>3</sup> €1.1bn are hedged long term until December 2020 since February 2016 – the variable underlying interest rate base (EURIBOR) is capped at 75bp; <sup>4</sup> Leverage based on LTM Normalised EBITDA of €240.4m; <sup>5</sup> Leverage based on LTM Normalised EBITDA of €242.1m; Rounding differences might occur

# Agenda

**1. Key Messages**

***Dr Daniel Ritz (CEO)***

**2. Operational Update & KPIs**

***Dr Daniel Ritz (CEO)***

**3. Financial Performance**

***Eike Walters (CFO)***

**4. Outlook**

***Dr Daniel Ritz (CEO)***

**5. Q&A**

## Confirming FY 2020 Guidance pro-forma strategic review one-off costs

Metric Financials (m EUR)	FY 2019	Guidance FY 2020	Mid-Term (unchanged)
Total revenues <sup>1</sup>	499	465-475	Low to mid-single digit % growth YoY
Reported EBITDA <sup>2,3</sup>	214	225-230	Mid-single digit % growth YoY
Capex <sup>2</sup>	162 (32% of total revenues)	140-150	Decreasing as a % of revenues

# Agenda

**1. Key Messages**

***Dr Daniel Ritz (CEO)***

**2. Operational Update & KPIs**

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**3. Financial Performance**

***Eike Walters (CFO)***

**4. Outlook**

***Dr Daniel Ritz (CEO)***

**5. Q&A**

Thank you for your attention!

Q&A

**Backup**



# Overview of historic key KPIs

## Operating Data

	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16	FY '17	FY '18	Q1 '19	Q2 '19	Q3 '19	Q4 '19	FY '19	Q1 '20	Q2 '20	Q3 '20
Homes connected ('000)	1.963	1.856	1.749	1.697	3.605	3.608	3.592	3.337	3.385	3.390	3.373	3.379	3.379	3.349	3.350	3.337
Homes connected - own network ('000)	1.273	1.250	1.197	1.183	2.872	2.883	2.866	2.728	2.757	2.750	2.752	2.737	2.737	2.747	2.748	2.742
Homes connected - foreign network ('000)	690	605	552	514	733	725	725	609	628	639	621	643	643	602	602	595
Homes connected - two-way upgraded ('000)	928	1.016	1.040	1.066	2.349	2.431	2.496	2.449	2.494	2.503	2.503	2.519	2.519	2.499	2.504	2.497
Homes connected - own network - two-way upgraded ('000)	789	881	891	933	2.193	2.282	2.327	2.298	2.331	2.340	2.346	2.350	2.350	2.363	2.369	2.366
Homes connected - foreign network - two-way upgraded ('000)	139	135	148	133	156	149	169	150	164	163	156	169	169	137	135	132
Homes connected - own network - two-way upgraded / Homes connected	40%	48%	51%	55%	61%	63%	65%	69%	69%	69%	70%	70%	70%	71%	71%	71%
Homes connected - foreign network - two-way upgraded / Homes connected	7%	7%	9%	8%	4%	4%	5%	5%	5%	5%	5%	5%	5%	4%	4%	4%
Homes connected - own network - not upgraded / Homes connected	25%	20%	18%	15%	19%	17%	15%	13%	13%	12%	12%	11%	11%	11%	11%	11%
Homes connected - foreign network - not upgraded / Homes connected	28%	25%	23%	23%	16%	16%	15%	14%	14%	14%	14%	14%	14%	14%	14%	14%
<b>Unique subscribers</b>	<b>1.447</b>	<b>1.353</b>	<b>1.302</b>	<b>1.282</b>	<b>2.435</b>	<b>2.416</b>	<b>2.373</b>	<b>2.292</b>	<b>2.309</b>	<b>2.305</b>	<b>2.280</b>	<b>2.268</b>	<b>2.268</b>	<b>2.258</b>	<b>2.244</b>	<b>2.232</b>
<b>RGUs</b>																
CATV ('000)	1.538	1.416	1.338	1.311	2.458	2.434	2.367	2.262	2.269	2.258	2.234	2.218	2.218	2.184	2.168	2.152
<i>CATV - own infrastructure ('000)</i>	972	950	917	908	1.957	1.968	1.935	1.870	1.831	1.815	1.794	1.797	1.797	1.777	1.767	1.757
Premium TV ('000)	142	153	164	161	426	429	430	558	551	553	545	543	543	540	536	538
Internet ('000) <sup>1</sup>	115	135	174	202	462	520	578	574	575	577	579	584	584	585	589	597
Telephony ('000) <sup>2</sup>	87	112	146	170	427	495	555	439	435	431	429	432	432	430	433	437
<b>Total RGUs ('000)</b>	<b>1.881</b>	<b>1.816</b>	<b>1.822</b>	<b>1.843</b>	<b>3.774</b>	<b>3.879</b>	<b>3.929</b>	<b>3.833</b>	<b>3.830</b>	<b>3.819</b>	<b>3.786</b>	<b>3.778</b>	<b>3.778</b>	<b>3.739</b>	<b>3.726</b>	<b>3.725</b>
RGU / Unique subscriber	<b>1,30x</b>	<b>1,34x</b>	<b>1,40x</b>	<b>1,44x</b>	<b>1,55x</b>	<b>1,61x</b>	<b>1,66x</b>	<b>1,67x</b>	<b>1,66x</b>	<b>1,66x</b>	<b>1,66x</b>	<b>1,67x</b>	<b>1,67x</b>	<b>1,66x</b>	<b>1,66x</b>	<b>1,67x</b>
<b>Penetration</b>																
Two-way upgraded homes (as % of homes connected)	47,3%	54,8%	59,5%	62,8%	65,2%	67,4%	69,5%	73,4%	73,7%	73,8%	74,2%	74,5%	74,5%	74,6%	74,7%	74,8%
Two-way upgraded homes - own network (as % of homes connected - own network)	62,0%	70,5%	74,5%	78,9%	76,4%	79,2%	81,2%	84,3%	84,5%	85,1%	85,3%	85,9%	85,9%	86,0%	86,2%	86,3%
Internet (RGUs as % of two-way upgraded homes connected)	12,4%	13,3%	16,7%	19,0%	19,7%	21,4%	23,2%	23,4%	23,1%	23,0%	23,2%	23,2%	23,2%	23,4%	23,5%	23,9%
Internet (RGUs on own network as % of two-way upgraded homes connected - own network)	13,7%	14,5%	18,5%	20,5%	20,6%	22,4%	24,4%	24,5%	24,5%	24,5%	24,5%	24,4%	24,4%	24,8%	24,9%	25,2%
Premium TV Services (as % of CATV - own infrastructure)	14,6%	16,1%	17,9%	17,7%	21,8%	21,8%	22,2%	29,9%	30,1%	30,4%	30,4%	30,2%	30,2%	30,4%	30,3%	30,6%
% of bundles <sup>3</sup>	63,9%	68,2%	71,9%	73,0%	80,3%	84,1%	89,4%	78,9%	78,3%	77,7%	76,8%	77,2%	77,2%	77,3%	77,3%	77,3%
<b>ARPU (€/month)<sup>4,5</sup></b>																
Blended TV ARPU (per subscriber)	9,0	9,3	9,6	9,6	9,4	9,2	9,3	9,4	9,1	9,0	9,0	9,0	9,0	8,9	8,9	8,9
Blended TV ARPU (per RGU) <sup>6</sup>								9,1	9,0	8,7	8,8	8,8	n/a	8,7	8,6	8,8
Blended Internet & telephony ARPU (per internet RGU) <sup>7</sup>	23,3	22,5	22,9	21,6	22,2	22,9	24,3	24,0	23,9	24,2	24,2	24,4	24,3	24,3	24,5	24,3
<b>Total blended ARPU</b>	<b>12,0</b>	<b>11,6</b>	<b>13,4</b>	<b>14,1</b>	<b>15,9</b>	<b>16,4</b>	<b>17,4</b>	<b>17,7</b>	<b>17,3</b>	<b>18,2</b>	<b>17,7</b>	<b>18,9</b>	<b>18,0</b>	<b>17,4</b>	<b>17,7</b>	<b>17,6</b>

1) Internet RGUs include individually billed B2C, B2B and 94k bulk RGUs as of Q3'20

2) Telephony RGUs include individually billed B2C, B2B and exclude 94k bulk RGUs as of Q3'20

3) Based on subscribers segmented by bundles, only Internet and only Telephony

4) Quarter-average ARPUs are calculated by dividing total subscription revenues (based on combined financials; including discounts and credits and installation fees) generated from the provision of services during the quarter by the sum of the monthly average number of total subscribers/RGUs for the quarter

5) Year-average ARPUs are calculated by dividing total subscription revenues (based on combined financials; including discounts and credits and installation fees) generated from the provision of services during the year by the sum of the monthly average number of total subscribers/RGUs for the year

6) Quarter-average ARPUs are calculated by dividing total TV revenues (based on consolidated financials) by the sum of the quarterly average number of total RGUs for the quarter

7) The Internet and telephony ARPU is based on individually billed B2C internet RGUs, excluding B2B and 94k bulk RGUs as of Q3'20

8) Pro-forma for KPI-adjustment to be implemented per 1 July 2018

# Historic financials – consolidated income statement

## Consolidated Income Statement

€m	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16	FY '17	FY '18	Q1 '19	Q2 '19	Q3 '19	Q4 '19	FY '19	Q1 '20	Q2 '20	Q3 '19	Q3 '20	Growth (yoy)	9M '19	9M '20	Growth (yoy)
<b>Revenue<sup>1</sup></b>																					
TV	159,8	151,9	145,0	142,5	172,4	259,0	256,3	249,9	60,9	59,4	59,2	59,0	238,4	57,4	56,4	59,2	56,7	-4,1%	179,4	170,6	-4,9%
Internet & Telephony	27,0	32,3	41,6	50,4	77,7	133,8	144,8	139,5	34,9	35,5	36,6	35,7	142,7	35,9	36,4	36,6	36,7	0,4%	106,9	109,0	1,9%
B2B								48,0	11,6	13,0	12,2	19,3	56,1	13,6	14,8	12,2	15,3	25,0%	36,8	43,7	18,7%
Other revenue	17,9	21,2	19,7	20,1	29,1	83,9	94,6	57,0	12,8	18,5	15,3	15,7	62,3	11,6	12,3	15,3	9,8	-36,1%	46,5	33,6	-27,8%
<b>Total revenue</b>	<b>204,7</b>	<b>205,3</b>	<b>206,2</b>	<b>213,0</b>	<b>279,2</b>	<b>476,8</b>	<b>495,8</b>	<b>494,4</b>	<b>120,1</b>	<b>126,3</b>	<b>123,2</b>	<b>129,7</b>	<b>499,4</b>	<b>118,5</b>	<b>119,9</b>	<b>123,2</b>	<b>118,5</b>	<b>-3,8%</b>	<b>369,7</b>	<b>356,9</b>	<b>-3,5%</b>
Own work capitalised	6,7	7,0	6,9	6,6	13,2	18,4	17,3	20,8	5,0	4,5	4,9	8,1	22,6	4,6	6,3	4,9	6,4	30,3%	14,5	17,3	19,3%
Normalised other income	11,3	10,7	10,4	10,2	18,3	16,7	17,3	20,7	3,8	0,7	2,4	2,4	9,3	1,9	2,0	2,4	1,4	-42,4%	6,8	5,2	-23,3%
<b>Normalised total operating performance</b>	<b>222,6</b>	<b>223,0</b>	<b>223,5</b>	<b>229,8</b>	<b>310,6</b>	<b>511,8</b>	<b>530,4</b>	<b>535,8</b>	<b>128,9</b>	<b>131,6</b>	<b>130,6</b>	<b>140,2</b>	<b>531,3</b>	<b>125,0</b>	<b>128,1</b>	<b>130,6</b>	<b>126,3</b>	<b>-3,2%</b>	<b>391,0</b>	<b>379,4</b>	<b>-3,0%</b>
Basic CATV signal fee	(37,4)	(34,7)	(31,0)	(32,5)	(36,8)	(52,2)	(51,8)	(51,6)	(12,0)	(12,8)	(12,8)	(13,8)	(51,4)	(11,3)	(9,9)	(12,8)	(9,3)	-27,8%	(37,6)	(30,5)	-18,9%
Other direct costs	(49,8)	(46,1)	(51,0)	(38,6)	(51,7)	(88,6)	(99,5)	(119,5)	(28,2)	(30,8)	(31,6)	(25,4)	(115,9)	(27,4)	(28,4)	(31,6)	(27,8)	-11,9%	(90,6)	(83,6)	-7,7%
<b>Normalised contribution margin</b>	<b>135,4</b>	<b>142,2</b>	<b>141,4</b>	<b>158,7</b>	<b>222,1</b>	<b>371,0</b>	<b>379,1</b>	<b>364,7</b>	<b>88,7</b>	<b>88,0</b>	<b>86,1</b>	<b>101,1</b>	<b>364,0</b>	<b>86,3</b>	<b>89,8</b>	<b>86,1</b>	<b>89,2</b>	<b>3,6%</b>	<b>262,8</b>	<b>265,3</b>	<b>0,9%</b>
% margin	66,2%	69,3%	68,6%	74,5%	79,6%	77,8%	76,5%	73,8%	73,8%	69,7%	69,9%	78,0%	72,9%	72,8%	74,9%	69,9%	75,3%		71,1%	74,3%	
Employee benefits	(30,6)	(29,5)	(28,5)	(30,6)	(44,5)	(73,1)	(68,2)	(74,0)	(18,5)	(18,8)	(16,5)	(21,0)	(74,8)	(19,3)	(18,5)	(16,5)	(19,0)	14,9%	(53,8)	(56,7)	5,4%
Advertising	(7,8)	(7,0)	(6,8)	(8,7)	(9,5)	(8,7)	(6,3)	(9,4)	(3,3)	(3,2)	(1,1)	(2,4)	(9,9)	(2,4)	(2,5)	(1,1)	(2,1)	90,3%	(7,6)	(7,0)	-7,4%
Other operating income and expenses	(18,6)	(18,6)	(18,0)	(20,4)	(27,2)	(40,0)	(40,1)	(45,4)	(10,1)	(7,7)	(7,3)	(14,7)	(39,8)	(7,6)	(8,0)	(7,3)	(8,6)	18,5%	(25,1)	(24,3)	-3,4%
<b>Normalised EBITDA</b>	<b>78,4</b>	<b>87,1</b>	<b>88,1</b>	<b>98,9</b>	<b>140,9</b>	<b>249,3</b>	<b>264,4</b>	<b>236,0</b>	<b>56,8</b>	<b>58,4</b>	<b>61,2</b>	<b>63,1</b>	<b>239,5</b>	<b>57,1</b>	<b>60,8</b>	<b>61,2</b>	<b>59,5</b>	<b>-2,8%</b>	<b>176,4</b>	<b>177,4</b>	<b>0,6%</b>
% margin	38,3%	42,4%	42,7%	46,5%	50,5%	52,3%	53,3%	47,7%	47,3%	46,2%	49,7%	48,6%	47,9%	48,2%	50,7%	49,7%	50,2%		47,7%	49,7%	
Non-recurring items	(4,5)	30,7	3,1	(14,8)	(68,1)	(32,9)	(67,4)	(46,4)	(9,3)	(8,0)	(4,1)	(3,9)	(25,3)	(1,6)	(3,7)	(4,1)	(4,4)	6,1%	(21,4)	(9,7)	-54,8%
<b>Reported EBITDA</b>	<b>73,9</b>	<b>117,8</b>	<b>91,2</b>	<b>84,2</b>	<b>72,8</b>	<b>216,3</b>	<b>197,0</b>	<b>189,5</b>	<b>47,5</b>	<b>50,4</b>	<b>57,1</b>	<b>59,2</b>	<b>214,2</b>	<b>55,5</b>	<b>57,1</b>	<b>57,1</b>	<b>55,1</b>	<b>-3,4%</b>	<b>155,0</b>	<b>167,7</b>	<b>8,2%</b>
% margin	36,1%	57,4%	44,2%	39,5%	26,1%	45,4%	39,7%	38,3%	39,5%	39,9%	46,3%	45,6%	42,9%	46,8%	47,6%	46,3%	46,5%		41,9%	47,0%	
Depreciation and Amortization	(57,4)	(62,9)	(62,8)	(50,8)	(75,8)	(154,7)	(155,6)	(283,0)	(41,2)	(42,0)	(48,7)	(52,3)	(184,2)	(48,5)	(50,7)	(48,7)	(50,5)	3,7%	(131,9)	(149,7)	13,5%
<b>Reported Operating Profit (EBIT)</b>	<b>16,5</b>	<b>54,9</b>	<b>28,3</b>	<b>33,365</b>	<b>(3,0)</b>	<b>61,7</b>	<b>41,4</b>	<b>(93,5)</b>	<b>6,3</b>	<b>8,4</b>	<b>8,4</b>	<b>6,9</b>	<b>30,0</b>	<b>7,0</b>	<b>6,3</b>	<b>8,4</b>	<b>4,7</b>	<b>-44,6%</b>	<b>23,1</b>	<b>18,0</b>	<b>-22,0%</b>
% margin	8,1%	26,7%	13,7%	15,7%	(1,1%)	12,9%	8,4%	(18,9%)	5,2%	6,6%	6,8%	5,3%	6,0%	5,9%	5,3%	6,8%	3,9%		6,2%	5,0%	
Profit from investments in associates	0,1	0,0	(0,0)	(0,0)	0,0	0,1	0,1	(0,0)	0,0	0,0	0,0	(0,2)	(0,2)	0,0	(0,0)	0,0	0,0		0,0	(0,0)	
Interest and similar income	0,5	0,6	0,4	0,1	1,1	0,3	0,1	0,3	0,1	(0,0)	0,0	0,0	0,1	0,1	0,0	0,0	0,0		0,1	0,1	
Interest and similar expenses	(34,9)	(32,3)	(28,3)	(45,8)	(46,1)	(75,4)	(57,6)	(75,7)	(15,6)	(15,2)	(15,7)	(16,1)	(62,6)	(15,1)	(15,8)	(15,7)	(16,3)		(46,5)	(47,2)	
Other finance income/costs	(2,6)	(0,1)	(0,5)	(1,5)	(17,5)	2,9	(12,3)	(2,4)	(0,4)	(3,0)	(2,8)	2,1	(4,1)	2,6	(7,9)	(2,8)	(0,8)		(6,2)	(6,1)	
<b>Reported Profit before tax</b>	<b>(20,5)</b>	<b>23,2</b>	<b>(0,0)</b>	<b>(13,9)</b>	<b>(65,5)</b>	<b>(10,6)</b>	<b>(28,4)</b>	<b>(171,2)</b>	<b>(9,6)</b>	<b>(9,8)</b>	<b>(10,1)</b>	<b>(7,2)</b>	<b>(36,8)</b>	<b>(5,5)</b>	<b>(17,4)</b>	<b>(10,1)</b>	<b>(12,5)</b>		<b>(29,5)</b>	<b>(35,3)</b>	
% margin	(10,0%)	11,3%	0,0%	(6,5%)	(23,5%)	(2,2%)	(5,7%)	(34,6%)	(8,0%)	(7,7%)	(8,2%)	(5,6%)	(7,4%)	(4,6%)	(14,5%)	(8,2%)	(10,5%)		(8,0%)	(9,9%)	
Income tax expenses	(1,1)	(2,7)	(8,6)	(8,0)	(0,9)	(0,2)	12,0	9,8	(0,4)	(9,2)	(1,1)	12,0	1,3	0,6	2,6	(1,1)	0,0		(10,7)	3,2	
<b>Reported Profit/loss for the period</b>	<b>(21,6)</b>	<b>20,5</b>	<b>(8,6)</b>	<b>(21,9)</b>	<b>(66,4)</b>	<b>(10,8)</b>	<b>(16,3)</b>	<b>(161,4)</b>	<b>(10,0)</b>	<b>(18,9)</b>	<b>(11,2)</b>	<b>4,7</b>	<b>(35,5)</b>	<b>(4,9)</b>	<b>(14,7)</b>	<b>(11,2)</b>	<b>(12,5)</b>		<b>(40,2)</b>	<b>(32,1)</b>	
% margin	(10,5%)	10,0%	(4,2%)	(10,3%)	(23,8%)	(2,3%)	(3,3%)	(32,6%)	(8,4%)	(15,0%)	(9,1%)	3,6%	(7,1%)	(4,1%)	(12,3%)	(9,1%)	(10,5%)		(10,9%)	(9,0%)	
Profit/loss attributable to owners of Tele Columbus Group	(23,9)	17,6	(12,0)	(24,1)	(68,7)	(13,3)	(18,8)	(163,8)	(10,7)	(19,5)	(11,7)	4,3	(37,5)	(5,7)	(15,1)	(11,7)	(13,0)		(41,9)	(33,8)	
Profit/loss attributable to non-controlling interests	2,3	2,9	3,3	2,2	2,4	2,5	2,5	2,5	0,6	0,6	0,5	0,4	2,0	0,8	0,4	0,5	0,6		1,7	1,7	

<sup>1)</sup> The P&L revenue split does not agree with the numbers communicated in the segment reporting due to a change in the product portfolio structure. In order to be consistent within the P&L the initial structure has been followed for FY '13 as well as H1 '13 and H1 '14.

# Historic financials - consolidated balance sheet – 1

€m	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16	FY '17	FY '18	Q1 '19	Q2 '19	Q3 '19	FY '19	Q1 '20	Q2 '20	Q3 '20
<b>Non-current assets</b>															
Property, plant and equipment	204,5	206,9	207,8	209,9	648,6	604,7	609,9	639,4	665,0	675,0	665,9	669,2	654,2	676,5	670,9
Intangible assets and goodwill	386,1	380,7	372,2	381,8	1.378,8	1.402,1	1.390,0	1.258,7	1.258,1	1.251,3	1.248,5	1.273,9	1.266,9	1.257,4	1.253,1
Investments in non-consolidated subsidiaries	0,5	0,5	0,5	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Investments in associates	0,3	0,3	0,3	0,3	0,3	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,4	0,4
Receivables from related parties	9,2	9,3	9,4	0,0	0,2	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Other financial receivables and trade receivables	0,8	0,9	1,5	1,1	0,5	5,9	3,2	2,0	1,9	2,0	2,6	4,0	5,6	3,4	3,8
Deferred expenses	0,2	0,1	0,0	0,1	4,3	3,7	3,2	2,8	2,6	2,3	0,1	1,9	1,8	1,7	1,9
Deferred taxes					0,1	2,7	2,0	1,6	1,4	1,2	1,1	4,1	3,6	3,0	3,5
<b>Total non-current assets</b>	<b>601,7</b>	<b>598,7</b>	<b>591,7</b>	<b>593,2</b>	<b>2.032,8</b>	<b>2.019,5</b>	<b>2.008,7</b>	<b>1.904,9</b>	<b>1.929,4</b>	<b>1.932,2</b>	<b>1.918,6</b>	<b>1.953,5</b>	<b>1.932,5</b>	<b>1.942,3</b>	<b>1.933,5</b>
<b>Current assets</b>															
Inventories	1,5	2,5	1,7	3,3	10,1	4,2	10,9	8,6	8,6	7,6	7,1	5,6	6,3	6,4	6,7
Trade receivables	16,3	18,5	18,9	19,1	39,6	48,3	54,7	56,2	66,8	68,4	66,5	61,8	70,9	68,9	58,9
Receivables from related parties	2,9	6,0	2,2	3,1	3,6	0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,4	0,3	0,4
Other financial receivables and other receivables	3,8	18,6	7,1	4,7	14,1	10,4	19,5	21,3	22,6	22,4	18,2	19,2	19,9	15,6	10,6
Other assets	3,7	1,1	0,9	13,1	0,3	0,2	0,6	0,2	0,0	0,0	0,0	0,0	0,0	0,0	(0,0)
Income tax rebate claims	1,8	1,3	1,2	0,5	3,9	3,0	4,0	4,7	4,1	5,4	4,5	4,7	4,4	2,6	3,0
Cash and cash equivalents	45,6	22,0	70,5	24,4	85,2	55,2	31,8	26,3	31	14,8	8,7	10,1	11,6	10,1	55,7
Deferred expenses	1,1	1,1	2,2	5,7	6,2	6,3	2,9	3,4	5,3	5,9	7,4	3,5	4,8	6,5	6,9
<b>Total current assets</b>	<b>76,6</b>	<b>71,0</b>	<b>104,7</b>	<b>73,9</b>	<b>162,9</b>	<b>127,6</b>	<b>124,5</b>	<b>120,9</b>	<b>138,5</b>	<b>124,5</b>	<b>112,4</b>	<b>104,9</b>	<b>118,4</b>	<b>110,4</b>	<b>142,1</b>
<b>Total assets</b>	<b>678,3</b>	<b>669,7</b>	<b>696,4</b>	<b>667,2</b>	<b>2.195,8</b>	<b>2.147,1</b>	<b>2.133,2</b>	<b>2.025,8</b>	<b>2.067,9</b>	<b>2.056,7</b>	<b>2.030,9</b>	<b>2.058,4</b>	<b>2.050,9</b>	<b>2.052,7</b>	<b>2.075,6</b>

# Historic financials - consolidated balance sheet - 2

€m	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16	FY '17	Q4 '18	Q1 '19	Q2 '19	Q3 '19	FY '19	Q1 '20	Q2 '20	Q3 '20
<b>Equity</b>															
Net assets attributable to shareholders of Tele Columbus Group	(107,5)	(88,7)	(68,2)	(112,6)	539,4	527,6	509,2	346,0	335,1	315,1	303,5	308,9	303,4	288,2	274,0
Non-controlling interests	5,8	6,1	6,7	5,3	6,2	7,6	8,0	8,7	9,6	8,5	8,9	9,7	10,5	9,3	9,8
<b>Total equity</b>	<b>(101,8)</b>	<b>(82,6)</b>	<b>(61,535)</b>	<b>(107,3)</b>	<b>545,7</b>	<b>535,2</b>	<b>517,2</b>	<b>354,7</b>	<b>344,7</b>	<b>323,5</b>	<b>312,5</b>	<b>318,6</b>	<b>313,9</b>	<b>297,5</b>	<b>283,8</b>
<b>Non-current liabilities</b>															
Pensions and other long-term employee benefits	7,7	9,9	9,8	10,6	10,3	9,8	9,8	9,5	10,0	11,1	11,2	10,5	10,5	10,5	10,6
Other provisions	20,8	27,0	11,4	11,9	20,1	4,1	0,5	2,7	2,7	2,5	2,5	2,1	2,1	2,1	2,0
Interest-bearing liabilities	597,0	601,9	43,5	640,5	1.220,9	1.234,7	1.297,7	1.400,8	1.401,8	1.402,8	1.403,2	1.404,4	1.405,7	1.407,0	1.445,1
Liabilities to related parties	19,1	19,4	13,2	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Trade payables and other liabilities	25,6	27,0	32,7	33,9	79,2	89,6	38,4	58,1	75,6	86,2	82,6	107,0	96,6	124,8	132,2
Deferred income	0,1	0,1	1,2	0,9	14,8	11,4	8,4	8,3	9,1	12,1	15,5	15,3	14,3	20,0	21,7
Deferred taxes					106,0	66,1	44,9	33,2	29,4	36,3	32,4	27,5	25,9	20,0	21,2
<b>Total non-current liabilities</b>	<b>670,3</b>	<b>685,3</b>	<b>111,7</b>	<b>697,9</b>	<b>1.451,4</b>	<b>1.415,7</b>	<b>1.399,7</b>	<b>1.512,7</b>	<b>1.528,5</b>	<b>1.551,0</b>	<b>1.547,4</b>	<b>1.566,9</b>	<b>1.555,1</b>	<b>1.584,4</b>	<b>1.632,8</b>
<b>Current liabilities</b>															
Other provisions	3,2	2,8	4,8	7,5	28,5	30,1	18,6	9,5	9,5	8,7	8,7	9,0	9,0	7,9	8,0
Interest-bearing liabilities	13,7	11,2	578,1	2,6	49,9	26,0	43,4	15,1	15,7	14,8	23,5	27,7	15,1	14,1	14,8
Trade payables	30,6	27,9	43,2	41,0	75,2	87,3	94,4	76,4	98,5	84,1	75,4	75,9	81,4	77,7	67,0
Liabilities to related parties	2,3	8,7	2,6	2,6	0,5	0,6	0,9	0,7	0,6	0,2	0,2	0,6	0,5	0,7	0,5
Other financial liabilities	38,1	4,3	4,6	0,3	8,0	12,1	11,9	18,5	23,2	32,9	26,5	27,3	31,2	33,2	32,7
Other payables	15,6	7,2	8,0	12,6	21,4	23,8	27,8	24,8	17,9	15,7	18,1	23,8	21,8	17,4	17,4
Income tax liabilities	1,8	0,4	0,7	5,8	10,3	11,7	15,6	10,5	12,9	13,8	10,4	6,9	6,8	9,4	9,5
Deferred income	4,6	4,7	4,2	4,3	4,8	4,7	3,7	2,9	16,3	12,0	8,2	1,8	16,1	10,5	9,1
<b>Total current liabilities</b>	<b>109,8</b>	<b>67,1</b>	<b>646,2</b>	<b>76,6</b>	<b>198,7</b>	<b>196,3</b>	<b>216,3</b>	<b>158,5</b>	<b>194,7</b>	<b>182,2</b>	<b>171,1</b>	<b>172,9</b>	<b>182,0</b>	<b>170,8</b>	<b>159,0</b>
<b>Total equity and liabilities</b>	<b>678,3</b>	<b>669,7</b>	<b>696,4</b>	<b>667,2</b>	<b>2.195,8</b>	<b>2.147,1</b>	<b>2.133,2</b>	<b>2.025,8</b>	<b>2.067,9</b>	<b>2.056,7</b>	<b>2.030,9</b>	<b>2.058,4</b>	<b>2.050,9</b>	<b>2.052,7</b>	<b>2.075,6</b>
<b>Net debt calculation</b>															
Current interest-bearing liabilities	13,7	11,2	578,1	2,6	49,9	26,0	43,4	15,1	15,7	14,8	23,5	27,7	15,1	14,1	14,8
Non-current interest-bearing liabilities	597,0	601,9	43,5	640,5	1.220,9	1.234,7	1.297,7	1.400,8	1.401,8	1.402,8	1.403,2	1.404,4	1.405,7	1.407,0	1.445,1
Cash & cash equivalents	45,6	22,0	70,5	24,4	85,2	55,2	31,8	26,3	31,0	14,8	8,7	10,1	11,6	10,1	55,7
<b>Net debt</b>	<b>565,1</b>	<b>591,1</b>	<b>551,1</b>	<b>618,7</b>	<b>1.185,6</b>	<b>1.205,4</b>	<b>1.309,3</b>	<b>1.389,6</b>	<b>1.386,4</b>	<b>1.402,8</b>	<b>1.418,0</b>	<b>1.422,0</b>	<b>1.409,2</b>	<b>1.411,0</b>	<b>1.404,3</b>
<b>Leverage<sup>1</sup></b>	<b>7,2 x</b>	<b>6,8 x</b>	<b>6,3 x</b>	<b>6,3 x</b>	<b>8,4 x</b>	<b>4,8 x</b>	<b>5,0</b>	<b>5,9</b>	<b>6,1</b>	<b>6,1</b>	<b>6,2</b>	<b>6,1</b>	<b>6,0</b>	<b>6,1</b>	<b>6,1</b>
Current finance leases <sup>2</sup>	2,8	3,5	5,5	6,1	0,5	0,4	0,4	0,7	0,7	0,7	0,8	0,7	0,6	1,1	0,5
Non-current finance leases <sup>3</sup>	25,5	25,3	29,4	29,6	0,6	0,4	0,6	0,9	0,9	0,9	0,6	0,7	0,6	1,1	0,5
<b>Net debt (incl. finance leases)<sup>5</sup></b>	<b>593,5</b>	<b>619,8</b>	<b>586,0</b>	<b>654,4</b>	<b>1.186,7</b>	<b>1.206,3</b>	<b>1.310,3</b>	<b>1.391,1</b>	<b>1.388,0</b>	<b>1.404,3</b>	<b>1.419,4</b>	<b>1.423,5</b>	<b>1.410,4</b>	<b>1.413,2</b>	<b>1.405,3</b>
<b>Leverage<sup>1</sup></b>	<b>7,6 x</b>	<b>7,1 x</b>	<b>6,7 x</b>	<b>6,6 x</b>	<b>8,4 x</b>	<b>4,8 x</b>	<b>5,0</b>	<b>5,9</b>	<b>6,1</b>	<b>6,2</b>	<b>6,2</b>	<b>6,1</b>	<b>6,0</b>	<b>6,1</b>	<b>6,1</b>
Unsustainable debt	16,0	16,1	9,4	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Net debt (incl. finance leases and unsustainable debt)</b>	<b>609,5</b>	<b>635,9</b>	<b>595,5</b>	<b>654,4</b>	<b>1.186,7</b>	<b>1.206,3</b>	<b>1.310,3</b>	<b>1.391,1</b>	<b>1.388,0</b>	<b>1.404,3</b>	<b>1.419,4</b>	<b>1.423,5</b>	<b>1.410,4</b>	<b>1.413,2</b>	<b>1.405,3</b>

# Historic financials – cash flow statement

## Consolidated Cash Flow Statement

€m	FY '11	FY '12	FY '13	FY '14	FY '15	FY '16	FY '17	FY '18	12M '19	Q1 '20	Q2 '20	Q3 '19	Q3 '20	9M '19	9M '20
<b>Cash flow from operating activities</b>															
Operating Profit (EBIT)	16,5	54,9	28,3	33,4	(3,0)	61,7	41,4	(93,5)	30,0	7,0	6,3	8,4	4,7	23,1	18,0
Depreciation and Amortization	57,4	62,9	62,8	50,8	75,8	154,7	155,6	283,0	184,2	48,5	50,7	48,7	50,5	131,9	149,7
Losses/(gain) on sale of property, plant and equipment	(1,4)	(0,8)	(1,3)	(1,5)	0,4	0,3	(0,6)	(1,8)	(0,4)	0,0	(0,4)	0,5	0,0	0,3	(0,4)
(Increase)/decrease in inventories, trade receivables and other assets not classified as investing or financing activities	30,8	(3,2)	(5,5)	(14,4)	4,8	(9,0)	(15,6)	(2,7)	4,9	(9,8)	6,9	12,4	12,8	(1,5)	9,9
Increase/(decrease) in provisions, trade and other payables not classified as investing or financing activities	(23,9)	(34,3)	(4,5)	(12,6)	(17,7)	1,9	(14,4)	(21,4)	(0,4)	14,8	(18,5)	(13,0)	(12,3)	(3,6)	(16,1)
Income tax paid	2,5	(2,4)	(7,5)	(2,7)	(10,7)	(10,9)	(6,8)	(4,0)	(8,9)	(0,4)	0,2	(8,4)	(1,3)	(10,6)	(1,4)
<b>Net cash from operating activities</b>	<b>81,9</b>	<b>77,1</b>	<b>72,3</b>	<b>52,9</b>	<b>49,6</b>	<b>198,6</b>	<b>159,6</b>	<b>159,6</b>	<b>209,4</b>	<b>60,1</b>	<b>45,3</b>	<b>48,7</b>	<b>54,3</b>	<b>139,6</b>	<b>159,7</b>
<b>Cash flow from investing activities</b>															
Proceeds from sale of property, plant and equipment	2,5	1,9	4,6	3,2	1,5	9,7	1,7	4,6	1,1	0,1	0,1	0,3	0,3	1,0	0,5
Acquisition of property, plant and equipment	(61,5)	(48,8)	(41,4)	(35,9)	(68,4)	(105,9)	(97,4)	(103,7)	(99,1)	(15,5)	(13,5)	(24,9)	(20,9)	(72,3)	(49,9)
Acquisition of intangible assets	(5,9)	(7,6)	(6,7)	(7,1)	(15,0)	(34,6)	(30,0)	(45,1)	(50,8)	(10,5)	(9,0)	(12,4)	(6,4)	(27,8)	(25,9)
Acquisition of investment property	(0,2)	0,0	(0,8)	(10,6)	(641,7)	(0,0)	(14,7)	0,0	(6,7)	0,0	0,0	(6,8)	0,0	(6,0)	0,0
Interest and similar received	0,4	0,5	0,4	0,1	0,0	0,1	0,1	0,2	0,1	0,0	0,1	(0,0)	(0,1)	0,0	0,0
<b>Net cash used in investing activities</b>	<b>(64,6)</b>	<b>(54,0)</b>	<b>(44,0)</b>	<b>(50,2)</b>	<b>(723,6)</b>	<b>(130,8)</b>	<b>(140,3)</b>	<b>(144,1)</b>	<b>(155,4)</b>	<b>(25,8)</b>	<b>(22,3)</b>	<b>(43,9)</b>	<b>(27,1)</b>	<b>(105,1)</b>	<b>(75,3)</b>
<b>Cash flow from financing activities</b>															
Withdrawals/deposits/	1,8	2,8	32,7	(1,7)	(29,4)	0,0	0,1	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Payment of financial lease liabilities	0,0	(3,0)	(4,9)	(6,1)	(6,3)	(9,5)	(10,3)	(14,4)	(23,8)	(6,2)	(8,1)	(5,7)	(6,3)	(16,9)	(20,6)
Distributions of dividends	(2,1)	(2,5)	(2,8)	(3,1)	(1,4)	(1,4)	(2,1)	(1,6)	(2,0)	0,0	(1,6)	0,0	0,0	(1,7)	(1,6)
Proceeds from loans, bonds or short-term or long-term borrowings from banks	47,8	2,9	8,2	0,1	1.394,0	129,5	96,0	720,1	13,3	0,0	0,0	8,0	40,0	8,0	40,0
Repayment of borrowings and short-term or long-term borrowings	(49,4)	(1,8)	(3,5)	(2,9)	(1.347,5)	(173,5)	(14,4)	(667,1)	(3,3)	(13,7)	(0,4)	(0,6)	(2,5)	(2,0)	(16,6)
Changes in capital and non-controlling interest	0,0	0,0	0,0	(18,4)	0,0	0,0	(58,1)	(7,0)	0,0	(0,0)	0,0	0,0	0,0	0,0	(0,0)
Interest paid	(14,5)	(29,8)	(24,0)	(17,1)	(29,3)	(45,4)	(55,1)	(53,0)	(54,4)	(12,7)	(14,4)	(12,6)	(12,9)	(39,5)	(40,0)
Cash proceeds from issuing shares or other equity instruments					749,3	0,0	(0,0)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Cash flow from (used in) financing activities</b>	<b>(16,5)</b>	<b>(31,5)</b>	<b>5,8</b>	<b>(49,2)</b>	<b>729,5</b>	<b>(100,3)</b>	<b>(43,9)</b>	<b>(23,0)</b>	<b>(70,1)</b>	<b>(32,6)</b>	<b>(24,5)</b>	<b>(10,9)</b>	<b>18,3</b>	<b>(52,1)</b>	<b>(38,8)</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>0,8</b>	<b>(8,4)</b>	<b>34,1</b>	<b>(46,5)</b>	<b>55,5</b>	<b>(32,5)</b>	<b>(24,6)</b>	<b>(7,5)</b>	<b>(16,1)</b>	<b>1,6</b>	<b>(1,5)</b>	<b>(6,1)</b>	<b>45,5</b>	<b>(17,5)</b>	<b>45,6</b>
Less/plus release of restricted cash and cash equivalents in the financial year	0,3	(15,1)	14,4	0,4	5,2	2,5	1,2	2,0	(0,0)	(0,1)	(0,0)	0,0	(0,0)	(0,1)	(0,1)

# Historic financials – Capex

## Capital Expenditures

€m	Q1 '19	Q2 '19	H1 '19	Q3 '19	9M '19	Q1 '20	Q2 '20	H1 '20	Q3 '20	9M '20
<b>Capital expenditures</b>										
Network Infrastructure	15,7	17,3	33,0	22,4	55,4	13,7	12,9	26,6	12,8	39,4
End customer-related capex (incl B2B)	8,8	7,7	16,5	10,2	26,7	8,1	8,4	16,5	9,9	26,4
IT & Operations	4,2	1,6	5,8	4,0	9,8	2,8	2,8	5,6	1,9	7,5
Other	0,6	1,2	1,8	0,0	1,8	1,0	1,8	2,8	2,7	5,5
Own-work capitalised	5,0	4,5	9,5	4,9	14,4	4,6	6,3	10,9	6,4	17,3
<b>Total capital expenditures</b>	<b>34,3</b>	<b>32,3</b>	<b>66,6</b>	<b>41,5</b>	<b>108,1</b>	<b>30,2</b>	<b>32,2</b>	<b>62,4</b>	<b>33,7</b>	<b>96,1</b>

# New Supervisory Board since August 2019

	Dr. Volker Ruloff	Michael Scheeren	Claus Beck	Hüseyin Dogan	Dr. Susan Hennersdorf	Stefan Rasch
						
Nationality	German	German	German	German	German	German
Board Status	Chairman Executive Committee	Member Audit Committee	Member Executive Committee	Member Audit Committee	Member Audit Committee	Member Executive Committee
Education	Dipl. Math.; M.Sc. & Phil.D. in mathematics	Bank Clerk	Dipl. Ing.; MBA	Bank Clerk	Ph.D., Business Administration	MBA, Business Administration
Mandate at TC	Initial Appointment: 08/2019 Appointment Ends: 08/2024	Initial Appointment: 08/2019 Appointment Ends: 08/2024	Initial Appointment: 08/2019 Appointment Ends: 08/2024	Initial Appointment: 08/2019 Appointment Ends: 08/2024	Initial Appointment: 08/2019 Appointment Ends: 08/2024	Initial Appointment: 08/2019 Appointment Ends: 08/2024
Current Position	Freelance telecommunications and media consultant	n/a	CTO of 1&1 Versatel GmbH	COO of 1&1 IONOS SE and COO of Strato AG (both private)	Managing Partner of cresc. GmbH	Managing Director & Senior Partner at Boston Consulting Group GmbH
Current Mandates		Chairman supervisory boards of United Internet AG (public), 1&1 Drillisch AG (public), 1&1 Telecommunication SE (private)				
		Member supervisory boards of 1&1 IONOS Holding SE (private), 1&1 Mail&Media Applications SE (private)				
Previous Positions	Member of the supervisory board of Versatel AG, CFO of Vodafone Deutschland GmbH	CFO of United Internet AG	Director Network Engineering and Vice President Engineering (Technology & Entertainment) at Liberty Global	Managing Director Customer Service at Amazon Germany, Director EMEA Operations at Paypal Germany	Executive VP Sales, Marketing & Operations at EnBW AG, Managing Director Retail Sales and member of the management board of Vodafone Deutschland GmbH, CEO Staples Germany	Finance Manager at Procter & Gamble

# Pricing of key DSL Competitors



- ▼ Magenta Zuhause S (16 Mbit/s)
 ■ Magenta Zuhause M (50 Mbit/s)
 ■ Magenta Zuhause L (100 Mbit/s)
 ■ Magenta Zuhause XL (250 Mbit/s)
- Magenta Zuhause XXL (500 Mbit/s)
 ■ Magenta Zuhause GIGA (1000 Mbit/s)
 ■ 1&1 DSL 16
 ■ 1&1 DSL 50
- 1&1 DSL 100
 ■ 1&1 DSL 250
 ▼ PŸUR 20 Triple incl. TV
 ▼ PŸUR 200 Triple incl. TV
- ▼ PŸUR 400 Triple incl. TV
 ▼ PŸUR 1000 Triple incl. TV
 ▼ PŸUR Single 20
 ▼ PŸUR Single 200
- ▼ PŸUR Single 400
 ▼ PŸUR Single 1000

47 \* Un-discounted rate following the promotional period; Deutsche Telekom (Magenta Tariffs) offers 6 month sticker prices (19,95€), identical for all products except Magenta GIGA; 1&1 offers 12 month sticker prices (DSL 16 = 9,99€; DSL 50=14,99€; DSL 100 = 19,99€; DSL 250 = 24,99€); all PŸUR Tariffs running 24 months offers 6 month sticker prices (5 €)