

Segment reporting/Part of the Group Notes

| Group areas | Western and Southern Europe | | Northern and Eastern Europe- Central Asia | | North America | | Asia-Pacific | | Africa-Eastern Mediterranean Basin | | Group Services | | Reconciliation ¹⁾ | | Continuing operations | |
|---|--------------------------------|--------|---|--------|---------------|--------|--------------|--------|--|--------|----------------|--------|------------------------------|--------|-----------------------|--------|
| €m | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 |
| External revenue | 5,503 | 6,259 | 3,058 | 3,577 | 4,551 | 4,907 | 3,098 | 3,608 | 1,837 | 1,991 | 672 | 754 | | | 18,720 | 21,095 |
| Inter-Group areas revenue | 55 | 49 | 25 | 23 | 0 | | 28 | 25 | 73 | 118 | 749 | 1,029 | -930 | -1,245 | | |
| Revenue | 5,557 | 6,308 | 3,084 | 3,600 | 4,551 | 4,907 | 3,126 | 3,633 | 1,909 | 2,108 | 1,421 | 1,783 | -930 | -1,245 | 18,720 | 21,095 |
| Change to previous year in % | | 13.5 % | | 16.7 % | | 7.8 % | | 16.2 % | | 10.4 % | | 25.4 % | | | | 12.7 % |
| Result from equity accounted investments (REI) | 41 | 22 | 79 | 35 | 50 | 43 | 163 | 123 | 19 | 35 | 4 | 4 | | | 356 | 262 |
| Result from current operations before depreciation and amortisation (RCOBD) | 937 | 908 | 737 | 730 | 1,042 | 1,028 | 670 | 598 | 490 | 464 | 30 | 35 | -33 | -22 | 3,875 | 3,739 |
| as % of revenue (operating margin) | 16.9 % | 14.4% | 23.9 % | 20.3 % | 22.9 % | 20.9 % | 21.4 % | 16.4 % | 25.7 % | 22.0 % | 2.1 % | 1.9 % | | | 20.7 % | 17.7 % |
| Depreciation and amortisation | -377 | -358 | -193 | -196 | -321 | -327 | -234 | -248 | -106 | -109 | -1 | -1 | -29 | -25 | -1,261 | -1,264 |
| Result from current operations | 561 | 550 | 544 | 534 | 722 | 700 | 435 | 350 | 384 | 355 | 30 | 34 | -61 | -47 | 2,614 | 2,476 |
| as % of revenue | 10.1 % | 8.7 % | 17.6 % | 14.8 % | 15.9 % | 14.3 % | 13.9 % | 9.6 % | 20.1 % | 16.8 % | 2.1 % | 1.9 % | | | 14.0 % | 11.7 % |
| Additional ordinary result | | | | | | | | | | | | | 481 | -193 | 481 | -193 |
| Earnings before interest and taxes (EBIT) | | | | | | | | | | | | | 3,095 | 2,282 | 3,095 | 2,282 |
| Capital expenditures 2) | 426 | 342 | 172 | 190 | 499 | 464 | 208 | 161 | 109 | 96 | 6 | 7 | 180 | 551 | 1,599 | 1,811 |
| Segment assets 3) | 5,219 | 5,150 | 2,684 | 2,584 | 8,394 | 8,996 | 4,103 | 4,020 | 1,601 | 1,488 | 1 | 1 | | | 22,002 | 22,238 |
| RCOBD as % of segment assets | 18.0 % | 17.6% | 27.5 % | 28.2 % | 12.4 % | 11.4 % | 16.3 % | 14.9 % | 30.6 % | 31.2 % | >100 % | >100 % | | | 17.6 % | 16.8 % |
| Number of employees as at 31 December ⁴⁾ | 15,040 | 14,883 | 11,101 | 10,869 | 7,637 | 7,933 | 12,460 | 12,139 | 4,886 | 4,858 | 85 | 99 | | | 51,209 | 50,780 |
| Average number of employees ⁴⁾ | 15,087 | 15,113 | 11,144 | 11,078 | 8,922 | 8,327 | 12,613 | 12,309 | 5,043 | 4,832 | 93 | 93 | | | 52,902 | 51,752 |

¹⁾ Reconciliation includes:

a) intra Group revenues = eliminations of intra-Group relationships between the segments

b) results from current operations before depreciation and amortisation / depreciation from corporate functions

c) additional ordinary result and earnings before interest and taxes

²⁾ Capital expenditures = in the segment columns: cash effective investments in property, plant and equipment as well as intangible assets;

in the reconciliation column: cash effective investments in non-current financial assets and other business units

³⁾ Segment assets = property, plant and equipment as well as intangible assets

⁴⁾ Number based on full-time equivalents