

## United Internet: Key data Q1 2014



### Financial data

#### Consolidated figures (in EUR million)

|                                  |
|----------------------------------|
| Sales                            |
| EBITDA-effective start-up losses |
| EBITDA                           |
| EBIT                             |

| Q1 2013 | Q1 2014 | Change |
|---------|---------|--------|
| 629.7   | 709.9   | 12.7%  |
| 28.7    | 11.9    |        |
| 91.3    | 112.1   | 22.8%  |
| 68.3    | 89.7    | 31.3%  |

#### Segment "Access" (in EUR million)

|        |
|--------|
| Sales  |
| EBITDA |
| EBIT   |

| Q1 2013 | Q1 2014 | Change |
|---------|---------|--------|
| 421.7   | 477.2   | 13.2%  |
| 54.8    | 55.3    | 0.9%   |
| 47.2    | 47.6    | 0.8%   |

#### Segment "Applications" (in EUR million)

|                                  |
|----------------------------------|
| Sales                            |
| EBITDA-effective start-up losses |
| EBITDA                           |
| EBIT                             |

| Q1 2013 | Q1 2014 | Change |
|---------|---------|--------|
| 207.9   | 232.6   | 11.9%  |
| 28.7    | 11.9    |        |
| 38.5    | 58.6    | 52.2%  |
| 23.1    | 43.9    | 90.0%  |

### Customer data

| (in million)                                   |
|--|
| Customers, total contracts                     |
| Access, total contracts                        |
| of which Mobile Internet                       |
| of which DSL complete (ULL)                    |
| of which T-DSL / R-DSL                         |
| Business Applications, total contracts         |
| of which "domestic"                            |
| of which "foreign"                             |
| 1&1 My Website                                 |
| Consumer Applications, total accounts          |
| of which with Premium Mail subscription        |
| of which with Value-Added subscription         |
| of which with De-Mail address / identification |

| 31/12/2013  | 31/03/2014  | Change      |
|-------------|-------------|-------------|
| 13.45       | 13.64       | 0.19        |
| 5.54        | 5.72        | 0.18        |
| 1.98        | 2.09        | 0.11        |
| 3.18        | 3.27        | 0.09        |
| 0.38        | 0.36        | -0.02       |
| 5.73        | 5.73        | 0.00        |
| 2.37        | 2.38        | 0.01        |
| 3.36        | 3.35        | -0.01       |
| 0.51        | 0.51        | 0.00        |
| 33.69       | 33.84       | 0.15        |
| 1.87        | 1.86        | -0.01       |
| 0.31        | 0.33        | 0.02        |
| 0,49 / 0,21 | 0,59 / 0,25 | 0,10 / 0,04 |