

## United Internet: Key figures Fiscal Year 2014



### Financial key figures

Consolidated figures (in EUR million)	2013	2014	Change	Q4 2013	Q4 2014	Change
Sales	2,655.7	3,065.0	15.4%	700.6	894.1	27.6%
EBITDA (incl. special items*)	406.9	737.6	81.3%	126.4	286.3	126.5%
EBIT (incl. special items *)	312.2	616.7	97.5%	101.6	231.5	127.9%
EPS (incl. special items *) in €	1.07	2.28	113.1%			
Sales (organic incl. Versatel)	2,655.7	3,065.0	15.4%	700.6	894.1	27.6%
EBITDA (organic incl. Versatel)	406.9	551.5	35.5%	126.4	171.7	35.8%
EBIT (organic incl. Versatel)	312.2	430.6	37.9%	101.6	116.9	15.1%
EPS (organic incl. Versatel) in €	1.07	1.46	36.4%			
Umsatz (organic)	2,655.7	2,934.4	10.5%	700.6	763.5	9.0%
EBITDA (organic)	406.9	518.2	27.4%	126.4	138.4	9.5%
EBIT (organic)	312.2	429.7	37.6%	101.6	116.0	14.2%
EPS (organic) in €	1.07	1.47	37.4%			
<b>Segment "Access" (in EUR million)</b>	<b>2013</b>	<b>2014</b>	<b>Change</b>	<b>Q4 2013</b>	<b>Q4 2014</b>	<b>Change</b>
Sales	1,788.3	2,135.1	19.4%	466.4	653.4	40.1%
EBITDA (incl. one-off from Versatel acquisition *)	245.4	443.4	80.7%	69.5	229.5	230.2%
EBIT (incl. one-off from Versatel acquisition *)	217.4	380.4	75.0%	62.7	187.1	198.4%
Sales (organic incl. Versatel)	1,788.3	2,135.1	19.4%	466.4	653.4	40.1%
EBITDA (organic incl. Versatel)	245.4	330.8	34.8%	69.5	116.9	68.2%
EBIT (organic incl. Versatel)	217.4	267.8	23.2%	62.7	74.5	18.8%
Sales (organic)	1,788.3	2,004.5	12.1%	466.4	522.8	12.1%
EBITDA (organic)	245.4	297.5	21.2%	69.5	83.6	20.3%
EBIT (organic)	217.4	266.9	22.8%	62.7	73.6	17.4%
<b>Segment "Applications" (in EUR million)</b>	<b>2013</b>	<b>2014</b>	<b>Change</b>	<b>Q4 2013</b>	<b>Q4 2014</b>	<b>Change</b>
Sales	867.0	929.4	7.2%	234.0	240.7	2.9%
EBITDA	168.7	228.6	35.5%	56.9	57.0	0.2%
EBIT	102.1	170.9	67.4%	38.9	44.8	15.2%
EBITDA-effective start-up losses	-107.9	-47.6		-20.9	-13.5	

### Customer data

(in million)	31/12/2013	31/12/2014	Change	30/09/2014	31/12/2014	Change
Total customers, subscription based **	13.45	14.78	1.33	14.11	14.78	0.67
Access, total contracts **	5.54	6.79	1.25	6.10	6.79	0.69
of which Mobile Internet	1.98	2.60	0.62	2.37	2.60	0.23
of which DSL complete (ULL) **	3.18	3.89	0.71	3.41	3.89	0.48
of which T-DSL / R-DSL	0.38	0.30	-0.08	0.32	0.30	-0.02
Business Applications, total contracts	5.73	5.81	0.08	5.82	5.81	-0.01
of which "domestic"	2.37	2.42	0.05	2.43	2.42	-0.01
of which "foreign"	3.36	3.39	0.03	3.39	3.39	0.00
1&1 My Website	0.51	0.53	0.02	0.52	0.53	0.01
Consumer Applications, total accounts	33.69	34.30	0.61	33.99	34.30	0.31
of which Premium Mail Subscription	1.87	1.84	-0.03	1.85	1.84	-0.01
of which Value Added Subscription	0.31	0.34	0.03	0.34	0.34	0.00

\* 2014: positive special items: Versatel acquisition (EUR 112.0 m on group level or EUR 112.6 m in the Access segment) optimization of the investment portfolio: EUR 74.1 m in fiscal year 2014, thereof EUR 2.6 m in Q4/2014

\*\* 2014 incl. 420,000 customer contracts from the acquisition of Versatel