

United Internet: Key figures Q1 2018

Financial Key Figures ¹⁾

Group (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)
Sales	952.7	1,270.7	33.4%	952.7	1,001.4	1,054.1	1,198.1	4,206.3
EBITDA ⁽²⁾	213.0	278.3	30.7%	213.0	216.9	558.1	265.3	1,253.3
Special items, net effect ⁽³⁾						303.9	-30.2	273.7
operative EBITDA ⁽²⁾	213.0	278.3	30.7%	213.0	216.9	254.2	295.5	979.6
operative EBIT ⁽²⁾	165.9	182.9	10.2%	165.9	159.4	185.9	194.7	705.9

Segment "Access" (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)
Sales	730.6	995.6	36.3%	730.6	743.8	798.8	919.4	3,192.6
EBITDA ⁽⁴⁾	133.7	177.3	32.6%	133.7	126.3	467.0	170.4	897.4
Special items, net effect ⁽⁵⁾						303.0	-28.3	274.7
operative EBITDA ⁽⁴⁾	133.7	177.3	32.6%	133.7	126.3	164.0	198.7	622.7
operative EBIT ⁽⁴⁾	99.9	105.6	5.7%	99.9	91.7	118.5	121.1	431.2

Segment "Applications" (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)
Sales	229.6	280.1	22.0%	229.6	264.2	261.7	286.3	1,041.8
EBITDA ⁽⁶⁾	81.7	102.2	25.1%	81.7	94.3	102.6	100.1	378.7
Special items, net effect ⁽⁷⁾						7.4		7.4
operative EBITDA ⁽⁶⁾	81.7	102.2	25.1%	81.7	94.3	95.2	100.1	371.3
operative EBIT ^(6, 8)	68.5	78.6	14.7%	68.5	71.5	72.3	77.2	289.5

¹⁾ After deconsolidation of affilinet in 2017; prior-year figures adjusted

²⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -8.1 million)

³⁾ Q3/17: Special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -15.2 million)

⁴⁾ Q4/17: Special items from M&A transaction costs (EUR -1.9 million) and restructuring costs for offline sales (EUR -28.3 million)

⁵⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

⁶⁾ Q3/17: Special item from revaluation of Drillisch shares (EUR +303.0 million)

⁷⁾ Q4/17: Special item from restructuring costs for offline sales (EUR -28.3 million)

⁸⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

⁹⁾ Q3/17: Special items from revaluation of ProfitBricks shares (EUR +16.1 million) and internally allocated M&A costs (EUR -8.7 million)

¹⁰⁾ Q4/17: Without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

Customer figures

Development of customer contracts (in million)	31.03.2017	31.03.2018	Change	31.03.2017	30.06.2017	30.09.2017	31.12.2017	31.03.2018	Change
Total customers, subscription based	16.76	22.94	+ 6.18	16.76	18.85	22.37	22.64	22.94	+ 0.30
Access, total contracts	8.72	12.91	+ 4.19	8.72	8.88	12.39	12.64	12.91	+ 0.27
of which Mobile Internet ⁽¹⁾	4.45	8.54	+ 4.09	4.45	4.57	8.06	8.30	8.54	+ 0.24
of which DSL complete (ULL)	4.27	4.37	+ 0.10	4.27	4.31	4.33	4.34	4.37	+ 0.03
Business Applications, total contracts ⁽²⁾	6.07	8.05	+ 1.98	6.07	7.98	8.00	8.02	8.05	+ 0.03
Consumer Applications, total accounts	36.78	38.25	+ 1.47	36.78	36.53	36.90	37.65	38.25	+ 0.60
of which Premium Mail Subscription ⁽³⁾	1.60	1.54	- 0.06	1.60	1.61	1.58	1.56	1.54	- 0.02
of which Value Added Subscription ⁽³⁾	0.37	0.44	+ 0.07	0.37	0.38	0.40	0.42	0.44	+ 0.02
of which free accounts	34.81	36.27	+ 1.46	34.81	34.54	34.92	35.67	36.27	+ 0.60

¹⁾ incl. 3.35 million customer contracts from the first-time consolidation of Drillisch as of September 2017

²⁾ incl. 1.87 million customer contracts from the first-time consolidation of Strato as of April 2017

³⁾ after reclassification of 250,000 customers relationships (110,000 accounts with Premium-Mail-Subscription and 140,000 accounts with Value-added Subscription) from fee based customers to free accounts; prior-year adjusted

Pro forma financial key figures

Group (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change
Sales, reported	952.7	1,270.7	33.4%
Pro forma sales Strato/Drillisch	185.7		
Sales pro forma	1,138.4	1,270.7	11.6%
thereof conversion effects from IFRS 15		85.7	
EBITDA, reported	213.0	278.3	30.7%
Pro forma EBITDA Strato/Drillisch	43.1		
EBITDA pro forma	256.1	278.3	8.7%
thereof conversion effects from IFRS 15		98.7	
thereof increased use of smartphones for new and existing customers		89.8	

Segment "Access" (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change
Sales, reported	730.6	995.6	36.3%
Pro forma sales Drillisch	152.9		
Sales pro forma	883.5	995.6	12.7%
thereof conversion effects from IFRS 15		79.8	
EBITDA, reported	133.7	177.3	32.6%
Pro forma EBITDA Drillisch	35.1		
EBITDA pro forma	168.8	177.3	5.0%
thereof conversion effects from IFRS 15		90.4	
thereof increased use of smartphones for new and existing customers		89.8	

Segment "Applications" (in € million)	Q1 2017 (IAS 18)	Q1 2018 (IFRS 15)	Change
Sales, reported	229.6	280.1	22.0%
Pro forma sales Strato	32.8		
Sales pro forma	262.4	280.1	6.7%
thereof conversion effects from IFRS 15		5.9	
EBITDA, reported	81.7	102.2	25.1%
Pro forma EBITDA Strato	8.0		
EBITDA pro forma	89.7	102.2	13.9%
thereof conversion effects from IFRS 15		6.5	