

United Internet: Key figures Q2 2021



Financial Key Figures

Group (in € millions)	H1 2020	H1 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Change yoy
Revenues	2,657.9	2,775.6	4.4%	1,329.4	1,328.5	1,326.8	1,382.6	1392.2	1383.4	4.1%
Revenues excl. hardware	2,287.5	2,401.4	5.0%	1,143.5	1,144.1	1,162.3	1,177.9	1188.5	1212.9	6.0%
EBITDA	620.5	673.2	8.5%	300.8	319.7	275.9	152.5	346.5	326.7	2.2%
Write-down of accrued assets for VDSL contingents							-129.9			
Non-period effect from lower MBA MVNO billing		39.4						34.4	5.0	
EBITDA, operative	620.5	633.8	2.1%	300.8	319.7	275.9	282.4	312.1	321.7	0.6%
Excessive MBA MVNO billing (from July 1, 2020)						-19.2	-20.2			
Initial project costs 5G	-5.6	-12.7		-2.8	-2.8	-2.8	-5.5	-7.2	-5.6	
IONOS product/sales offensive for cloud business and further internationalization		-16.4						-10.2	-6.2	

Segment "Consumer Access" (in € millions)	H1 2020	H1 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Change yoy
Revenues	1,867.2	1,916.2	2.6%	933.7	933.5	925.6	966.2	965.9	950.3	1.8%
Hardware/other revenues	370.3	374.5	1.1%	185.9	184.4	164.8	204.0	203.7	170.8	-7.4%
Service revenues	1,496.9	1,541.7	3.0%	747.8	749.1	760.8	762.2	762.2	779.5	4.1%
EBITDA	331.3	376.4	13.6%	164.8	166.5	127.3	12.7	202.8	173.6	4.3%
Write-down of accrued assets for VDSL contingents							-129.9			
Non-period effect from revised MBA MVNO offer		39.4						34.4	5.0	
EBITDA, operative	331.3	337.0	1.7%	164.8	166.5	127.3	142.6	168.4	168.6	1.3%
Excessive MBA MVNO billing (from July 1, 2020)						-19.2	-20.2			
Initial project costs 5G	-5.6	-12.7		-2.8	-2.8	-2.8	-5.5	-7.2	-5.6	

Segment "Business Access" (in € millions)	H1 2020	H1 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Change yoy
Revenues	241.5	258.4	7.0%	118.7	122.8	125.1	126.7	128.3	130.1	5.9%
EBITDA	74.9	79.1	5.6%	35.2	39.7	39.4	35.4	38.2	40.9	3.0%

Segment "Business Applications" (in € millions)	H1 2020	H1 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Change yoy
Revenues	471.6	514.4	9.1%	237.0	234.6	235.7	241.3	256.2	258.2	10.1%
EBITDA	167.8	163.3	-2.7%	76.9	90.9	86.8	73.7	79.2	84.1	-7.5%
Product/sales offensive for cloud business and further internationalization		-16.4						-10.2	-6.2	

Segment "Consumer Applications" (in € millions)	H1 2020	H1 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Change yoy
Revenues	119.7	134.2	12.1%	60.8	58.9	61.2	70.9	65.3	68.9	17.0%
EBITDA	47.0	56.1	19.4%	23.3	23.7	22.5	31.1	25.9	30.2	27.4%

Customer figures

Development of customer contracts (in millions)	31.12.2020	30.06.2021	30.06.2021 vs. 31.12.2020	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.06.2021 vs. 31.03.2021
Total customers, subscription based	25.65	26.17	+ 0.52	24.91	25.20	25.41	25.65	25.93	26.17	+ 0.24
Consumer Access, total contracts	14.83	15.11	+ 0.28	14.43	14.57	14.68	14.83	14.97	15.11	+ 0.14
of which Mobile Internet	10.52	10.83	+ 0.31	10.10	10.24	10.36	10.52	10.66	10.83	+ 0.17
of which broadband products	4.31	4.28	- 0.03	4.33	4.33	4.32	4.31	4.31	4.28	- 0.03
Business Applications, total contracts	8.45	8.63	+ 0.18	8.21	8.32	8.38	8.45	8.56	8.63	+ 0.07
Consumer Applications, total	41.77	42.12	+ 0.35	40.71	40.82	41.17	41.77	41.95	42.12	+ 0.17
of which Premium Mail Subscriptions	1.63	1.68	+ 0.05	1.54	1.57	1.61	1.63	1.66	1.68	+ 0.02
of which Value Added Subscriptions	0.74	0.75	+ 0.01	0.73	0.74	0.74	0.74	0.74	0.75	+ 0.01
of which free accounts	39.40	39.69	+ 0.29	38.44	38.51	38.82	39.40	39.55	39.69	+ 0.14