



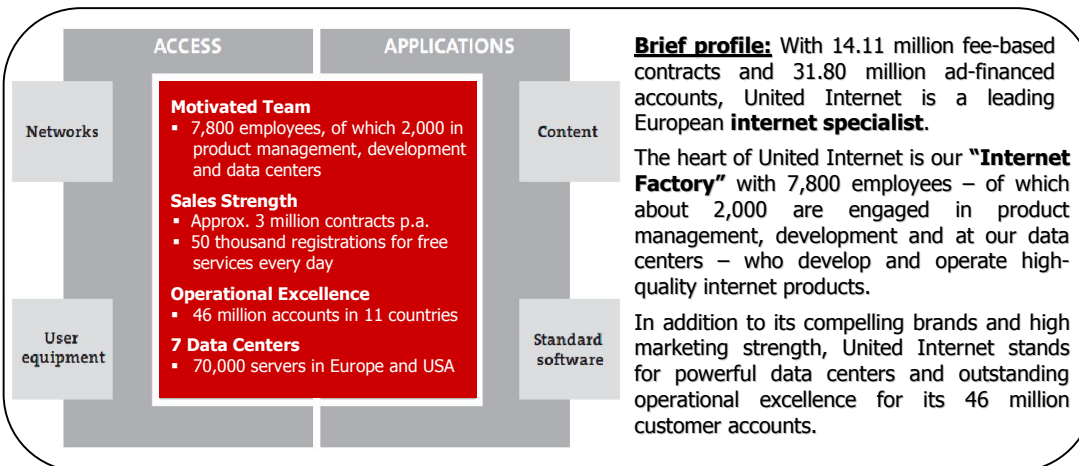
**United Internet AG**

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As of November 19, 2014



**Brief profile:** With 14.11 million fee-based contracts and 31.80 million ad-financed accounts, United Internet is a leading European **internet specialist**.

The heart of United Internet is our **"Internet Factory"** with 7,800 employees – of which about 2,000 are engaged in product management, development and at our data centers – who develop and operate high-quality internet products.

In addition to its compelling brands and high marketing strength, United Internet stands for powerful data centers and outstanding operational excellence for its 46 million customer accounts.

**Group figures** (9M 2014 without one-off income)

Acc. to IFRS in €m	2013	9M 2014	9M 2013
Sales	2,655.7	2,170.9	1,955.1
Start-up losses	107.9	34.1	87.0
EBITDA	407.2	379.8	280.5
EBIT	312.5	313.7	210.6
EPS (in €)	1.07	1.08	0.69
Contracts (in M)	13.45	14.11	13.27
Employees (headcount)	6,724	6,834	6,670

**Outlook 2014** (as of August 2014; without one-off income and Versatel)

- ~900,000 new customer contracts (formerly: >800,000)
- Sales growth of approx. 10 % to more than € 2.9 billion
- ~€ 520m EBITDA, incl. ~€ 40m start-up losses in the new business fields (MyWebsite and De-Mail) and ~€ 10m advertising expenses for "E-Mail made in Germany"
- EPS of € 1.40 – € 1.50

**Access segment**

- Products: DSL and Mobile Internet
- Target groups: home users, freelancers, small companies
- Services: standardized network services in combination with end-user devices and our own applications
- Markets: Germany
- Revenue model: subscriptions (also volume-based)
- Brands: GMX, WEB.DE and 1&1
- Additional brand Versatel: Network solutions for voice and data, infrastructure services for SMEs and large corporations

<b>Key figures</b> (in € million)	9M 2013	9M 2014
Sales	1,321.9	1,418.7
EBITDA	175.9	213.9
EBIT	154.7	193.3
Access, contracts (in million)	5.36	6.10
of which Mobile Internet	1.86	2.37
of which DS complete	3.09	3.41
of which T-DSL / R-DSL	0.41	0.32

**Applications segment**

- Products: Personal Information Management, webhosting, cloud applications, e-business solutions, online marketing
- Target groups: home users, freelancers, small companies
- Services: own development; data center operation
- Markets: Germany, France, UK, Italy, Poland, Austria, Switzerland, Spain, Mexico, USA and Canada
- Revenue model: subscriptions (also ad-financed)
- Brands: GMX, mail.com, WEB.DE, 1&1, Arsys, InterNetX, Fasthosts, united-domains, Sedo and affilinet

<b>Key figures</b> (in € million)	9M 2013	9M 2014
Sales	633.0	688.7
EBITDA	111.8	171.6
EBIT	63.2	126.1
Business Applications, contracts (in million)	5.72	5.82
Consumer Applications, accounts (in million)	33.47	33.99
of which Premium Mail subscription	1.89	1.85
of which Value-Added subscription	0.30	0.34
of which Free accounts	31.28	31.80

**Analyst's Coverage**

Rating	Analysts
Buy, Accumulate, Outperform	16
Neutral, Hold, Marketperform	4
Sell, Reduce, Underperform	1

**Management Board**

Ralph Dommermuth	CEO
Norbert Lang	CFO
Robert Hoffmann	Business Applications
Jan Oetjen	Consumer Applications
Martin Witt	Access

**The Stock**

ISIN	DE0005089031
Symbol / Stock Exchange	UTDI / Frankfurt
Indices	Prime Standard; TecDAX
Class	Registered Shares: € 1
Shares	205,000,000
IPO Date / Issue Price	March 23, 1998 / € 1.02

**Shareholder Structure** (as of September 30, 2014)

Ralph Dommermuth	40.00 %
United Internet	0.56 %
Other shareholders	59.44 %

**Brands**

