

## United Internet: Key figures Q3 2016



### Financial key figures

Group (in € million)	9M 2015	9M 2016	Change	Q3 2015	Q3 2016	Change
Sales	2,754.8	2,932.2	6.4%	931.4	981.1	5.3%
EBITDA <sup>(1)</sup>	541.0	613.3	13.4%	195.3	212.9	9.0%
EBIT <sup>(1)</sup>	378.0	468.2	23.9%	141.3	164.8	16.6%
EPS in € <sup>(1, 2)</sup>	1.27	1.54	21.3%	0.45	0.50	11.1%
EPS in € <sup>(1)</sup> , incl. Rocket impairment (in €)	1.27	0.29		0.45	0.50	11.1%
EPS <sup>(1, 2)</sup> before PPA, operative (in €)	1.39	1.66	19.4%	0.49	0.54	10.2%

<sup>(1)</sup> 9M 2015 without special items from sale of Goldbach shares/partial sale of shares in virtual minds

(EBITDA-, EBIT-, EBT-Effekt: +14,0 Mio. €; EPS-Effekt: +0,07 €); Q3 2015 without special items from partial sale of shares in virtual minds

(EBITDA, EBIT, EBT effect: € +8.4m; EPS effect: € +0.04)

<sup>(2)</sup> 9M 2016 without effects from writedowns on financial assets, in particular Rocket impairment (9M 2016 EBT effect =€-254.9 million; EPS effect = € -1.25 )

Segment "Access" (in € million)	9M 2015	9M 2016	Change	Q3 2015	Q3 2016	Change
Sales	2,035.2	2,167.2	6.5%	696.5	732.5	5.2%
EBITDA	344.6	384.5	11.6%	127.0	135.5	6.7%
EBIT	226.9	282.5	24.5%	88.4	101.4	14.7%

Segment "Applications" (in € million)	9M 2015	9M 2016	Change	Q3 2015	Q3 2016	Change
Sales	741.7	793.6	7.0%	244.9	258.5	5.6%
EBITDA	208.6	236.6	13.4%	72.6	81.2	11.8%
EBIT	163.6	194.4	18.8%	57.3	67.5	17.8%

### Customer contracts

Development of customer contracts (in million)	30/09/2015	30/09/2016	Change	30/06/2016	30/09/2016	Change
Total customers, subscription based	15.43	16.75	+ 1.32	16.46	16.75	+ 0.29
Access, total contracts	7.52	8.50	+ 0.98	8.25	8.50	+ 0.25
of which Mobile Internet	3.25	4.10	+ 0.85	3.86	4.10	+ 0.24
of which DSL complete (ULL)	4.02	4.20	+ 0.18	4.18	4.20	+ 0.02
of which T-DSL / R-DSL	0.25	0.20	- 0.05	0.21	0.20	- 0.01
Business Applications, total contracts	5.77	6.05	+ 0.28	6.03	6.05	+ 0.02
Consumer Applications, total accounts	34.75	35.64	+ 0.89	35.54	35.64	+ 0.10
of which Premium Mail Subscription	1.78	1.73	- 0.05	1.74	1.73	- 0.01
of which Value Added Subscription	0.36	0.47	+ 0.11	0.44	0.47	+ 0.03
of which free accounts	32.61	33.44	+ 0.83	33.36	33.44	+ 0.08