

United Internet: Key figures Q3 2017



Financial key figures ¹⁾

| Group (in € million) | 9M 2016 | 9M 2017 | Change | Q3 2016 | Q3 2017 | Change |
|---|---------|---------|--------|---------|---------|--------|
| Sales | 2,828.2 | 3,008.2 | 6.4% | 947.5 | 1,054.1 | 11.3% |
| EBITDA | 610.6 | 988.0 | 61.8% | 212.5 | 558.1 | 162.6% |
| Extraordinary items (net effect) ² | - | 303.9 | - | - | 303.9 | - |
| operating EBITDA | 610.6 | 684.1 | 12.0% | 212.5 | 254.2 | 19.6% |
| operating EBIT | 466.0 | 511.2 | 9.7% | 164.5 | 185.9 | 13.0% |

| Segment "Access" (in € million) | 9M 2016 | 9M 2017 | Change | Q3 2016 | Q3 2017 | Change |
|---------------------------------|---------|---------|--------|---------|---------|--------|
| Sales | 2,167.2 | 2,273.2 | 4.9% | 732.5 | 798.8 | 9.1% |
| EBITDA | 384.5 | 727.0 | 89.1% | 135.5 | 467.0 | 244.6% |
| Extraordinary items Drillisch | - | 303.0 | - | - | 303.9 | - |
| Operating EBITDA | 384.5 | 424.0 | 10.3% | 135.5 | 164.0 | 21.0% |
| Operating EBIT | 282.5 | 310.1 | 9.8% | 101.4 | 118.5 | 16.9% |

| Segment "Applications" (in € million) | 9M 2016 | 9M 2017 | Change | Q3 2016 | Q3 2017 | Change |
|--|---------|---------|--------|---------|---------|--------|
| Sales | 685.0 | 755.5 | 10.3% | 223.4 | 261.7 | 17.1% |
| EBITDA | 233.9 | 278.6 | 19.1% | 80.8 | 102.4 | 26.7% |
| Extraordinary items Profitbricks take-over/M&A costs | - | 7.4 | - | - | 7.4 | - |
| Operating EBITDA | 233.9 | 271.2 | 15.9% | 80.8 | 95.2 | 17.8% |
| Operating EBIT | 192.3 | 212.3 | 10.4% | 67.3 | 72.3 | 7.4% |

¹⁾ Financial figures after carrying affilinet as a discontinued operation acc. to IFRS 5, prior-year adjusted

²⁾ 9M 2017 without extraordinary gains from Drillisch-/ProfitBricks takeover (€ +319.1m) and without M&A costs (€ -15.2m)

Customer figures

| Development of customer contracts (in million) | 30.09.2016 | 30.09.2017 | Change | 30.06.2017 | 30.09.2017 | Change |
|---|--------------|--------------|---------------|--------------|--------------|---------------|
| Total customers, subscription based | 16.55 | 22.62 | + 6.07 | 19.24 | 22.62 | + 3.38 |
| Access, total contracts | 8.30 | 12.39 | + 4.09 | 9.02 | 12.39 | + 3.37 |
| of which Mobile Internet ³⁾ | 4.10 | 8.06 | + 3.96 | 4.57 | 8.06 | + 3.49 |
| of which DSL complete (ULL) | 4.20 | 4.33 | + 0.13 | 4.31 | 4.33 | + 0.02 |
| Business Applications, total contracts ⁴⁾ | 6.05 | 8.00 | + 1.95 | 7.98 | 8.00 | + 0.02 |
| Consumer Applications, total accounts | 35.64 | 36.90 | + 1.26 | 36.53 | 36.90 | + 0.37 |
| of which Premium Mail Subscription | 1.73 | 1.69 | - 0.04 | 1.72 | 1.69 | - 0.03 |
| of which Value Added Subscription | 0.47 | 0.54 | + 0.07 | 0.52 | 0.54 | + 0.02 |
| of which free accounts | 33.44 | 34.67 | + 1.23 | 34.29 | 34.67 | + 0.38 |

³⁾ incl. 3.35 million customer contracts from the first-time consolidation of Drillisch as of September 2017

⁴⁾ incl. 1.87 million customer contracts from the first-time consolidation of Strato as of April 2017