

United Internet: Key figures Q4 2016



Financial key figures

Group (in € million)	2015	2016	Change	Q4 2015	Q4 2016	Change
Sales	3,715.7	3,948.9	6.3%	960.9	1,016.6	5.8%
EBITDA ⁽¹⁾	757.2	840.6	11.0%	216.2	227.4	5.2%
EBIT ⁽¹⁾	541.7	647.2	19.5%	163.7	179.0	9.3%
EPS, operative in € ^(1, 2)	1.73	2.13	23.1%	0.46	0.59	28.3%
EPS, incl. Rocket impairment in € ⁽¹⁾	1.73	0.88		0.46	0.59	28.3%
EPS, before PPA, operative in € ^(1, 2)	1.89	2.29	21.2%	0.50	0.63	26.0%

⁽¹⁾ 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 €)

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

Segment "Access" (in € million)	2015	2016	Change	Q4 2015	Q4 2016	Change
Sales	2,742.6	2,917.2	6.4%	707.4	750.0	6.0%
EBITDA	492.1	525.6	6.8%	147.5	141.1	-4.3%
EBIT	336.4	389.9	15.9%	109.5	107.4	-1.9%

Segment "Applications" (in € million)	2015	2016	Change	Q4 2015	Q4 2016	Change
Sales	1,001.2	1,070.7	6.9%	259.5	277.2	6.8%
EBITDA	281.9	335.0	18.8%	73.3	98.4	34.2%
EBIT	222.5	278.3	25.1%	58.9	83.8	42.3%

Customer contracts

Development of customer contracts (in million)	31/12/2015	31/12/2016	Change	30/09/2016	31/12/2016	Change
Total customers, subscription based	15.97	16.97	+ 1.00	16.75	16.97	+ 0.22
Access, total contracts	7.80	8.72	+ 0.92	8.50	8.72	+ 0.22
of which Mobile Internet	3.48	4.31	+ 0.83	4.10	4.31	+ 0.21
of which DSL complete (ULL)	4.08	4.23	+ 0.15	4.20	4.23	+ 0.03
of which T-DSL / R-DSL	0.24	0.18	- 0.06	0.20	0.18	- 0.02
Business Applications, total contracts	5.99	6.05	+ 0.06	6.05	6.05	+/- 0
Consumer Applications, total accounts	35.33	36.49	+ 1.16	35.64	36.49	+ 0.85
of which Premium Mail Subscription	1.77	1.72	- 0.05	1.73	1.72	- 0.01
of which Value Added Subscription	0.41	0.48	+ 0.07	0.47	0.48	+ 0.01
of which free accounts	33.15	34.29	+ 1.14	33.44	34.29	+ 0.85