

Financial Key Figures ¹⁾

Group (in € million)	2016	2017	Change	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change
Sales	3,808.1	4,206.3	10.5%	980.0	952.7	1,001.4	1,054.1	1,198.1	22.3%
EBITDA	835.4	1,253.3	50.0%	224.8	213.0	216.9	558.1	265.3	18.0%
Special items (net effect) ⁽²⁾		273.7	-				303.9	-30.2	-
operating EBITDA	835.4	979.6	17.3%	224.8	213.0	216.9	254.2	295.5	31.5%
operating EBIT	642.7	705.9	9.8%	176.7	165.9	159.4	185.9	194.7	10.2%

Segment "Access" (in € million)	2016	2017	Change	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change
Sales	2,917.2	3,192.6	9.4%	750.0	730.6	743.8	798.8	919.4	22.6%
EBITDA	525.6	897.4	70.7%	141.1	133.7	126.3	467.0	170.4	20.8%
Special items (net effect) ⁽³⁾		274.7	-				303.0	-28.3	-
operating EBITDA	525.6	622.7	18.5%	141.1	133.7	126.3	164.0	198.7	40.8%
operating EBIT	389.9	431.2	10.6%	107.4	99.9	91.7	118.5	121.1	12.8%

Segment "Applications" (in € million)	2016	2017	Change	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Change
Sales	922.5	1,041.8	12.9%	237.5	229.6	264.2	261.7	286.3	20.5%
EBITDA	329.7	378.7	14.9%	95.9	81.7	94.3	102.6	100.1	4.4%
Special items (net effect) ⁽⁴⁾		7.4	-				7.4		-
operating EBITDA	329.7	371.3	12.6%	95.9	81.7	94.3	95.2	100.1	4.4%
operating EBIT ⁽⁵⁾	274.3	289.5	5.5%	82.0	68.5	71.5	72.3	77.2	-5.9%

¹⁾ After deconsolidation of affilinet in 2017; prior-year figures adjusted

²⁾ 2017: Special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -17.1 million) and restructuring costs for offline sales (EUR -28.3 million)

Q3/17: Special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -15.2 million)

Q4/17: Special items from M&A transaction costs (EUR -1.9 million) and restructuring costs for offline sales (EUR -28.3 million)

³⁾ 2017: Special items from revaluation of Drillisch shares (EUR +303.0 million) and restructuring costs for offline sales (EUR -28.3 million)

Q3/17: Special item from revaluation of Drillisch shares (EUR +303.0 million)

Q4/17: Special item from restructuring costs for offline sales (EUR -28.3 million)

⁴⁾ 2017 and Q3/17: Special items from revaluation of ProfitBricks shares (EUR +16.1 million) and internally allocated M&A costs (EUR -8.7 million)

⁵⁾ 2017 and Q4/17: Without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

Customer figures

Development of customer contracts (in million)	31.12.2016	31.12.2017	Change yoy	31.12.2016	31.03.2017	30.06.2017	30.09.2017	31.12.2017	Change qoq
Total customers, subscription based	16.79	22.89	+ 6.10	16.79	17.01	19.10	22.62	22.89	+ 0.27
Access, total contracts	8.54	12.64	+ 4.10	8.54	8.72	8.88	12.39	12.64	+ 0.25
of which Mobile Internet ¹⁾	4.31	8.30	+ 3.99	4.31	4.45	4.57	8.06	8.30	+ 0.24
of which DSL complete (ULL)	4.23	4.34	+ 0.11	4.23	4.27	4.31	4.33	4.34	+ 0.01
Business Applications, total contracts ²⁾	6.05	8.02	+ 1.97	6.05	6.07	7.98	8.00	8.02	+ 0.02
Consumer Applications, total accounts	36.49	37.65	+ 1.16	36.49	36.78	36.53	36.90	37.65	+ 0.75
of which Premium Mail Subscription	1.72	1.67	- 0.05	1.72	1.71	1.72	1.69	1.67	- 0.02
of which Value Added Subscription	0.48	0.56	+ 0.08	0.48	0.51	0.52	0.54	0.56	+ 0.02
of which free accounts	34.29	35.42	+ 1.13	34.29	34.56	34.29	34.67	35.42	+ 0.75

¹⁾ incl. 3.35 million customer contracts from the first-time consolidation of Drillisch as of September 2017

²⁾ incl. 1.87 million customer contracts from the first-time consolidation of Strato as of April 2017