

United Internet: Key figures Q3 2021



Financial Key Figures

Group (in € millions)	9M 2020	9M 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Change yoy
Revenues	3,984.7	4,167.9	4.6%	1,329.4	1,328.5	1,326.8	1,382.6	1392.2	1383.4	1392.3	4.9%
Revenues excl. hardware	3,449.6	3,623.2	5.0%	1,143.5	1,144.1	1,162.0	1,177.9	1188.5	1212.7	1222.0	5.2%
EBITDA	896.4	994.5	10.9%	300.8	319.7	275.9	152.5	346.5	326.7	321.3	16.5%
Write-down of accrued assets for VDSL contingents							-129.9				
Non-period effect from lower MBA MVNO billing		39.4						34.4	5.0		
Excessive MBA MVNO billing (from July 1, 2020)	-19.2					-19.2	-20.2				
EBITDA, operative	915.6	955.1	4.3%	300.8	319.7	295.1	302.6	312.1	321.7	321.3	8.9%
Initial project costs 5G (Consumer Access)	-8.4	-24.5		-2.8	-2.8	-2.8	-5.5	-7.2	-7.7	-9.6	
IONOS product/sales offensive for cloud business and further internationalization		-24.8						-10.2	-6.2	-8.4	

Segment "Consumer Access" (in € millions)	9M 2020	9M 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Change yoy
Revenues	2,792.8	2,880.5	3.1%	933.7	933.5	925.6	966.2	965.9	950.3	964.3	4.2%
Hardware/other revenues	535.1	544.7	1.8%	185.9	184.4	164.8	203.9	203.7	170.8	170.2	3.3%
Service revenues	2,257.7	2,335.8	3.5%	747.8	749.1	760.8	762.3	762.2	779.5	794.1	4.4%
EBITDA	458.6	553.3	20.6%	164.8	166.5	127.3	12.7	202.8	173.6	176.9	39.0%
Write-down of accrued assets for VDSL contingents							-129.9				
Non-period effect from revised MBA MVNO offer		39.4						34.4	5.0		
Excessive MBA MVNO billing (from July 1, 2020)	-19.2					-19.2	-20.2				
EBITDA, operative	477.8	513.9	7.6%	164.8	166.5	146.5	162.8	168.4	168.6	176.9	20.8%
Initial project costs 5G	-8.4	-24.5		-2.8	-2.8	-2.8	-5.5	-7.2	-7.7	-9.6	

Segment "Business Access" (in € millions)	9M 2020	9M 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Change yoy
Revenues	366.6	382.7	4.4%	118.7	122.8	125.1	126.7	128.3	130.1	124.3	-0.6%
EBITDA	114.3	118.8	3.9%	35.2	39.7	39.4	35.4	38.2	40.9	39.7	0.8%

Segment "Business Applications" (in € millions)	9M 2020	9M 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Change yoy
Revenues	707.3	774.9	9.6%	237.0	234.6	235.7	241.3	256.2	258.2	260.5	10.5%
EBITDA	254.6	242.2	-4.9%	76.9	90.9	86.8	73.7	79.2	84.1	78.9	-9.1%
Product/sales offensive for cloud business and further internationalization		-24.8						-10.2	-6.2	-8.4	

Segment "Consumer Applications" (in € millions)	9M 2020	9M 2021	Change yoy	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Change yoy
Revenues	180.9	200.1	10.6%	60.8	58.9	61.2	70.9	65.3	68.9	65.9	7.7%
EBITDA	69.5	83.5	20.1%	23.3	23.7	22.5	31.1	25.9	30.2	27.4	21.8%

Customer figures

Development of customer contracts (in millions)	31.12.2020	30.09.2021	30.09.2021 vs. 31.12.2020	31.03.2020	30.06.2020	30.09.2020	31.12.2020	31.03.2021	30.06.2021	30.09.2021	30.09.2021 vs. 30.06.2021
Total customers, subscription based	25.65	26.41	+ 0.76	24.91	25.20	25.41	25.65	25.93	26.17	26.41	+ 0.24
Consumer Access, total contracts	14.83	15.27	+ 0.44	14.43	14.57	14.68	14.83	14.97	15.11	15.27	+ 0.16
of which Mobile Internet	10.52	11.01	+ 0.49	10.10	10.24	10.36	10.52	10.66	10.83	11.01	+ 0.18
of which broadband products	4.31	4.26	- 0.05	4.33	4.33	4.32	4.31	4.31	4.28	4.26	- 0.02
Business Applications, total contracts	8.45	8.69	+ 0.24	8.21	8.32	8.38	8.45	8.56	8.63	8.69	+ 0.06
Consumer Applications, total	41.77	41.74	- 0.03	40.71	40.82	41.17	41.77	41.95	42.12	41.74	- 0.38
of which Premium Mail Subscriptions	1.63	1.70	+ 0.07	1.54	1.57	1.61	1.63	1.66	1.68	1.70	+ 0.02
of which Value Added Subscriptions	0.74	0.75	+ 0.01	0.73	0.74	0.74	0.74	0.74	0.75	0.75	+/- 0
of which free accounts	39.40	39.29	- 0.11	38.44	38.51	38.82	39.40	39.55	39.69	39.29	- 0.40