

United Internet: Key figures Q3 2018 (I)

Financial Key Figures¹⁾

Group (in € million)	9M 2017	9M 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	(IFRS 15)	
Sales	3,008.2	3,815.9	26.8%	952.7	1,001.4	1,054.1	1,198.1	4,206.3	1,270.7	1,278.2	1,267.0	20.2%
EBITDA ⁽²⁾	988.0	874.6	-11.5%	213.0	216.9	558.1	265.3	1,253.3	278.3	287.2	309.1	-44.6%
Special items, net effect ⁽³⁾	303.9					303.9	-30.2	273.7				
operative EBITDA ⁽²⁾	684.1	874.6	27.8%	213.0	216.9	254.2	295.5	979.6	278.3	287.2	309.1	21.6%
operative EBIT ^(2, 8)	511.2	582.8	14.0%	165.9	159.4	185.9	194.7	705.9	182.9	190.9	209.0	12.4%

Segment "Access" (in € million)	9M 2017	9M 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	(IFRS 15)	
Sales	2,273.2	2,994.6	31.7%	730.6	743.8	798.8	919.4	3,192.6	995.6	1,006.2	992.8	24.3%
EBITDA ⁽⁴⁾	727.0	565.4	-22.2%	133.7	126.3	467.0	170.4	897.4	177.3	188.6	199.5	-57.3%
Special items, net effect ⁽⁵⁾	303.0					303.0	-28.3	274.7				
operative EBITDA ⁽⁴⁾	424.0	565.4	33.3%	133.7	126.3	164.0	198.7	622.7	177.3	188.6	199.5	21.6%
operative EBIT ⁽⁴⁾	310.1	348.6	12.4%	99.9	91.7	118.5	121.1	431.2	105.6	116.1	126.9	7.1%

Segment "Applications" (in € million)	9M 2017	9M 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	(IFRS 15)	
Sales	755.5	834.8	10.5%	229.6	264.2	261.7	286.3	1,041.8	280.1	277.0	277.7	6.1%
EBITDA ⁽⁶⁾	278.6	313.8	12.6%	81.7	94.3	102.6	100.1	378.7	102.2	101.2	110.4	7.6%
Special items, net effect ⁽⁷⁾	7.4					7.4		7.4				
operative EBITDA ⁽⁶⁾	271.2	313.8	15.7%	81.7	94.3	95.2	100.1	371.3	102.2	101.2	110.4	16.0%
operative EBIT ^(6, 8)	212.3	239.2	12.7%	68.5	71.5	72.3	77.2	289.5	78.6	77.1	83.5	15.5%

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

²⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -8.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.8 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -7.3 million)

³⁾ 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)

⁴⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.7 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -4.7 million)

⁵⁾ 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)

⁶⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.6 million)

⁷⁾ Q3/17: Special items from revaluation of ProfitBricks shares (EUR +16.1 million) and internally allocated M&A costs (EUR -8.7 million)

⁸⁾ Q4/17: Without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

Customer figures

Development of customer contracts (in million)	31.12.2017	30.09.2018	Change	31.03.2017	30.06.2017	30.09.2017	31.12.2017	30.06.2018	30.09.2018	Change
	Total customers, subscription based	22.64		23.65	+ 1.01	16.76	18.85	22.37	22.64	
Access, total contracts	12.64	13.33	+ 0.69	8.72	8.88	12.39	12.64	13.11	13.33	+ 0.22
of which Mobile Internet ¹⁾	8.30	8.93	+ 0.63	4.45	4.57	8.06	8.30	8.73	8.93	+ 0.20
of which DSL/VDSL	4.34	4.40	+ 0.06	4.27	4.31	4.33	4.34	4.38	4.40	+ 0.02
Business Applications, total contracts^{2, 4)}	8.02	8.33	+ 0.31	6.07	7.98	8.00	8.02	8.07	8.33	+ 0.26
Consumer Applications, total accounts	37.65	38.16	+ 0.51	36.78	36.53	36.90	37.65	38.05	38.16	+ 0.11
of which Premium Mail Subscription ³⁾	1.56	1.53	- 0.03	1.60	1.61	1.58	1.56	1.54	1.53	- 0.01
of which Value Added Subscription ³⁾	0.42	0.46	+ 0.04	0.37	0.38	0.40	0.42	0.45	0.46	+ 0.01
of which free accounts	35.67	36.17	+ 0.50	34.81	34.54	34.92	35.67	36.06	36.17	+ 0.11

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

³⁾ after reclassification of 250,000 customers relationships (110,000 accounts with Premium-Mail-Subscription and 140,000 accounts with Value-added Subscription) from fee based customers to free accounts; prior-year adjusted

⁴⁾ additional 250,000 contracts from the acquisition of World4You in Q3 2018

Pro forma financial key figures

Group (in € million)	9M 2017	9M 2018	Change	Q3 2017	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	3,008.2	3,815.9	26.8%	1,054.1	1,267.0	20.2%
Pro forma sales Strato/Drillisch	454.3			110.2		
Sales pro forma	3,462.5	3,815.9	10.2%	1,164.3	1,267.0	8.8%
thereof conversion effects from IFRS 15		213.0			52.9	
EBITDA, reported	684.1	874.6	27.8%	254.2	309.1	21.6%
Pro forma EBITDA Strato/Drillisch	107.5			25.5		
EBITDA pro forma	791.6	874.6	10.5%	279.7	309.1	10.5%
thereof conversion effects from IFRS 15		221.2			52.1	
thereof increased use of smartphones for new and existing customers		199.0			40.6	

Segment "Access" (in € million)	9M 2017	9M 2018	Change	Q3 2017	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	2,273.2	2,994.6	31.7%	798.8	992.9	24.3%
Pro forma sales Drillisch	421.5			110.2		
Sales pro forma	2,694.7	2,994.6	11.1%	909.0	992.9	9.2%
thereof conversion effects from IFRS 15		202.2			48.3	
EBITDA, reported	424.0	565.4	33.3%	164.0	199.5	21.6%
Pro forma EBITDA Drillisch	99.5			27.2		
EBITDA pro forma	523.5	565.4	8.0%	191.2	199.5	4.3%
thereof conversion effects from IFRS 15		199.4			40.6	
thereof increased use of smartphones for new and existing customers		199.0			40.6	

Segment "Applications" (in € million)	9M 2017	9M 2018	Change	Q3 2017	Q3 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	755.5	834.8	10.5%	261.7	277.7	6.1%
Pro forma sales Strato	32.8					
Sales pro forma	788.3	834.8	5.9%	261.7	277.7	6.1%
thereof conversion effects from IFRS 15		10.8			4.5	
EBITDA, reported	271.2	313.8	15.7%	95.2	110.4	16.0%
Pro forma EBITDA Strato	8.0					
EBITDA pro forma	279.2	313.8	12.4%	95.2	110.4	16.0%
thereof conversion effects from IFRS 15		14.8			8.9	

United Internet: Key figures Q3 2018 (II)



Segment "Access" (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales	2,273.2	2,994.6	31.7%	730.6	743.8	798.8	919.4	3,192.6	995.6	1,006.2	992.9	24.3%
operative EBITDA ⁽¹⁾	424.0	565.4	33.3%	133.7	126.3	164.0	198.7	622.7	177.3	188.6	199.5	21.6%
Consumer Access (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales ⁽²⁾	1,975.8	2,698.9	36.6%	619.4	647.0	709.3	805.9	2,781.6	898.3	907.4	893.2	25.9%
operative EBITDA ^(1,2)	361.9	521.8	44.2%	109.0	106.5	146.4	151.0	512.9	165.3	175.0	181.6	24.0%
Business Access (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales ⁽²⁾	325.8	334.6	2.7%	114.9	107.6	103.3	122.0	447.9	110.1	112.1	112.4	8.8%
operative EBITDA ⁽²⁾	62.1	43.6	-29.8%	24.7	19.8	17.7	19.4	81.6	12.1	13.6	18.0	1.7%
Segment "Applications" (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales	755.5	834.8	10.5%	229.6	264.2	261.7	286.3	1,041.8	280.1	277.0	277.7	6.1%
operative EBITDA ⁽³⁾	271.2	313.8	15.7%	81.7	94.3	95.2	100.1	371.3	102.2	101.2	110.4	16.0%
Consumer Applications (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales	201.8	203.9	1.0%	66.1	68.3	67.4	82.4	284.2	72.0	68.3	63.6	-5.6%
operative EBITDA	84.7	79.9	-5.7%	28.9	29.1	26.8	39.2	124.0	27.5	27.0	25.3	-5.6%
Business Applications (in € million)	9M 2017 (IAS 18)	9M 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Q3 2018 (IFRS 15)	Change Q3 18 vs. Q3 17
Sales	557.2	634.7	13.9%	164.4	197.2	195.5	205.0	762.1	209.4	210.0	215.3	10.1%
operative EBITDA ⁽³⁾	186.4	233.9	25.5%	52.9	65.3	75.6	61.0	254.7	74.7	74.2	85.1	12.6%

¹⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.7 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -4.7 million)

²⁾ Reallocation of the mass market business from 1&1 Versatel GmbH as of May 1, 2017 in Consumer Access

³⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q3/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.6 million)