



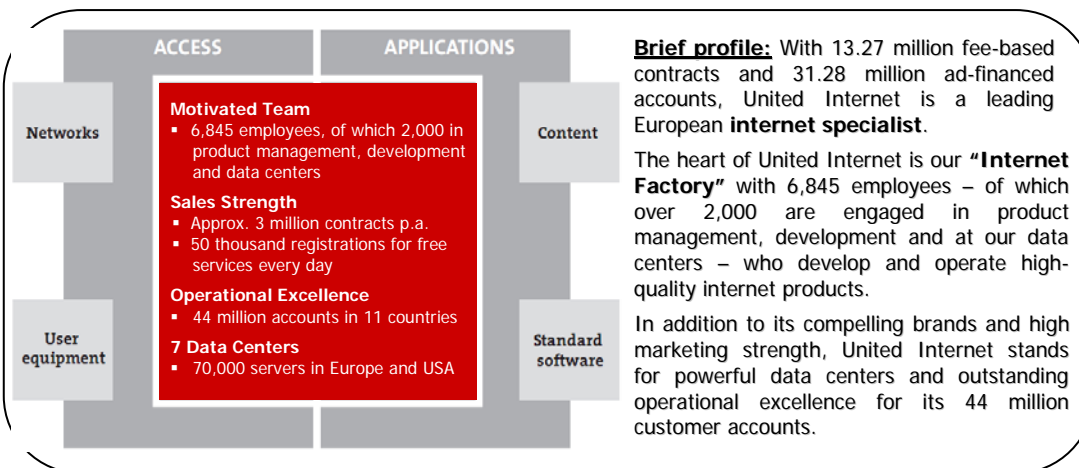
United Internet AG

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As of Nov. 18, 2013



Group figures (without special items)

Acc. to IFRS in €m	2012	9M 2013	9M 2012
Sales	2,396.6	1,955.1	1,766.6
Start-up losses	124.1	87.0	96.8
EBITDA	325.9	280.5	237.7
EBIT	232.7	210.6	169.2
EPS (in €)	0.71	0.69	0.55
Contracts (in M)	12.04	13.27	11.66
Employees (headcount)	6,254	6,845	6,110

Outlook 2013 (as of August 2013)

- Approx. 1.1m new contracts
- Approx. 10 % growth in sales
- Approx. € 500m EBITDA in our established business
- Thereof, we will use approx. 20% (approx. € 100m) to finance the planned start-up losses in De-Mail, 1&1 MyWebsite and new TLDs
- EPS of € 1.00 – € 1.10

Access segment

- Products: DSL and Mobile Internet
- Target groups: home users, freelancers, small companies
- Services: standardized network services in combination with end-user devices and our own applications
- Markets: Germany
- Brands: GMX, WEB.DE and 1&1
- Revenue model: subscriptions (also volume-based)

Applications segment

- Products: Personal Information Management, webhosting, cloud applications, e-business solutions, online marketing
- Target groups: home users, freelancers, small companies
- Services: own development; data center operation
- Markets: Germany, France, UK, Italy, Poland, Austria, Switzerland, Spain, Mexico, USA and Canada
- Brands: GMX, WEB.DE, Mail.com, 1&1, Arsys, united-domains, Fasthosts, InterNetX, Sedo and affilinet
- Revenue model: subscriptions (also ad-financed)

Key figures (in € million)	9M 2012	9M 2013
Sales	1,169.0	1,321.9
EBITDA	145.5	175.9
EBIT	125.2	154.7
Access, contracts (in million)	4.45	5.36
of which Mobile Internet	1.18	1.86
of which DS complete	2.71	3.09
of which T-DSL / R-DSL	0.56	0.41

Key figures (without special items, in € million)	9M 2012	9M 2013
Sales	597.4	633.0
EBITDA	92.1	111.8
EBIT	44.0	63.2
Business Applications, contracts (in million)	5.10	5.72
Consumer Applications, accounts (in million)	33.47	33.47
with Premium Mail subscription	1.90	1.89
with Value-Added subscription	0.21	0.30
with De-Mail address / identification	-	0.42 / 0.17

Analyst's Coverage

Rating	Analysts
Buy, Accumulate, Outperform	10
Neutral, Hold, Marketperform	7
Sell, Reduce, Underperform	3

Management

Ralph Dommermuth	since 1988
Robert Hoffmann	since 2006
Norbert Lang	since 1994

The Stock

ISIN	DE0005089031
Symbol / Stock Exchange	UTDI / Frankfurt
Indices	Prime Standard; TecDAX
Class	Registered Shares: € 1
Shares	194,000,000
IPO Date / Issue Price	March 23, 1998 / € 1.02

Shareholder Structure

Ralph Dommermuth	42.27 %
United Internet	0.25 %
Other shareholders	57.48 %

Brands

