



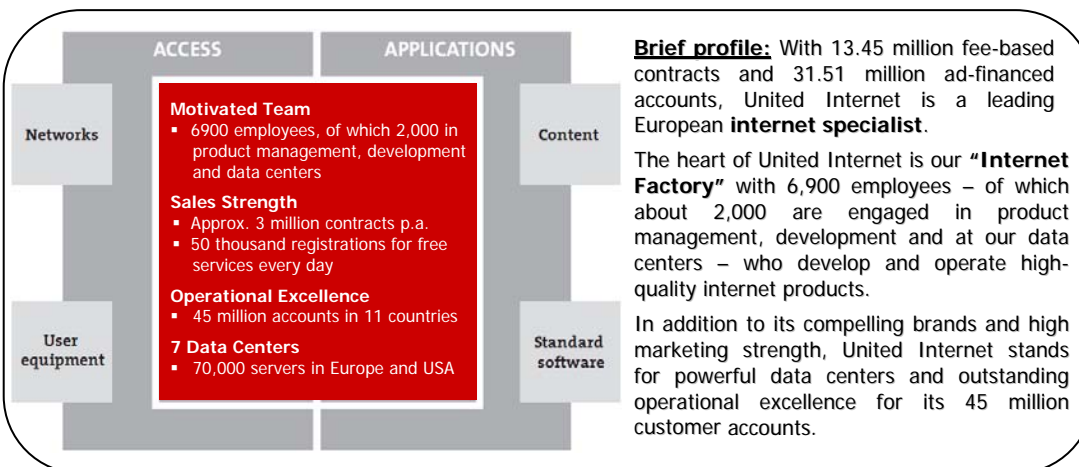
United Internet AG

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As of March 27, 2014



Brief profile: With 13.45 million fee-based contracts and 31.51 million ad-financed accounts, United Internet is a leading European **internet specialist**.

The heart of United Internet is our **"Internet Factory"** with 6,900 employees – of which about 2,000 are engaged in product management, development and at our data centers – who develop and operate high-quality internet products.

In addition to its compelling brands and high marketing strength, United Internet stands for powerful data centers and outstanding operational excellence for its 45 million customer accounts.

Group figures (without special items)

Acc. to IFRS in €m	2012	2013
Sales	2,396.6	2,655.7
Start-up losses	124.1	107.9
EBITDA	325.9	407.2
EBIT	232.7	312.5
EPS (in €)	0.71	1.07
Contracts (in M)	12.04	13.45
Employees (headcount)	6,254	6,894

Outlook 2013 (as of August 2013)

- More than 800,000 new customer contracts
- Sales growth of approx. 10 % to more than € 2.9 billion
- ~€ 520m EBITDA, incl. ~€ 40m start-up losses in the new business fields (MyWebsite and De-Mail) and ~€ 10m advertising expenses for "E-Mail made in Germany"
- EPS of € 1.40 – € 1.50

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)

Key figures (in € million)	2012	2013
Sales	1,586.1	1,788.3
EBITDA	191.8	245.4
EBIT	164.3	217.4
Access, contracts (in million)	4.72	5.54
of which Mobile Internet	1.41	1.98
of which DS complete	2.79	3.18
of which T-DSL / R-DSL	0.52	0.38

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 (without special items, in € million)	2012	2013
Sales	810.2	867.0
EBITDA	132.1	168.7
EBIT	66.6	102.1
Business Applications, contracts (in million)	5.20	5.73
Consumer Applications, accounts (in million)	33.68	33.69
with Premium Mail subscription	1.91	1.87
with Value-Added subscription	0.21	0.31
with De-Mail address / identification	-	0.49 / 0.21

Analyst's Coverage

Rating	Analysts
Buy, Accumulate, Outperform	13
Neutral, Hold, Marketperform	8
Sell, Reduce, Underperform	1

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	0.13 %
Other shareholders	57.60 %

Financial Calendar

3-Month Report 2014	May 20, 2014
Annual General Meeting	May 22, 2014

Brands

