



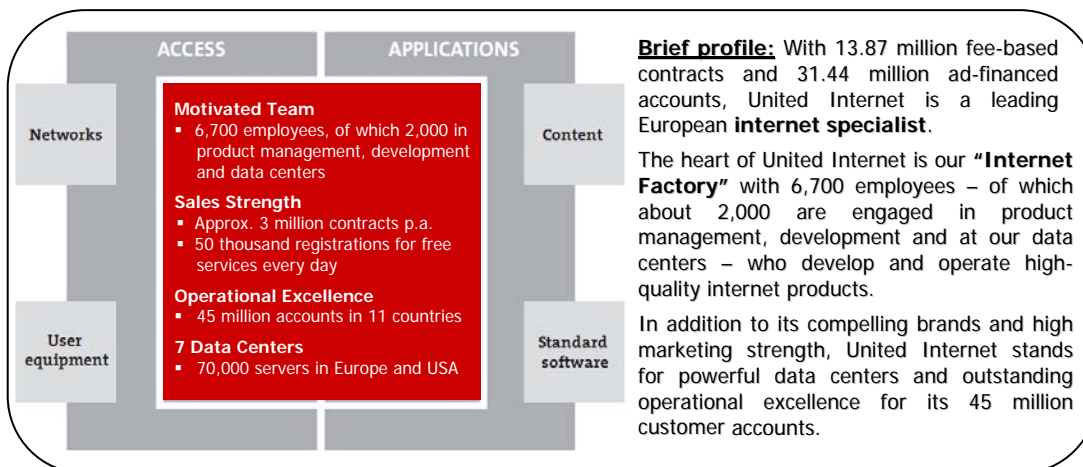
United Internet AG

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As of October 21, 2014



Brief profile: With 13.87 million fee-based contracts and 31.44 million ad-financed accounts, United Internet is a leading European **internet specialist**.

The heart of United Internet is our **"Internet Factory"** with 6,700 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

Acc. to IFRS in €m	2013	HY 2014	HY 2013
Sales	2,655.7	1,433.6	1,283.0
Start-up losses	107.9	23.8	61.8
EBITDA	407.2	237.6	175.1
EBIT	312.5	193.5	129.4
EPS (in €)	1.07	0.66	0.43
Contracts (in M)	13.45	13.87	12.70
Employees (headcount)	6,724	6,700	6,329

Outlook 2014 (as of August 2014; without one-off effects and Versatel)

- ~900,000 new customer contracts (formerly: >800,000)
- 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
- Revenue model: subscriptions (also volume-based)
- Brands: GMX, WEB.DE and 1&1
- Additional brand Versatel: Network solutions for voice and data, infrastructure services for SMEs and large corporations

Key figures (in € million)

	HY 2013	HY 2014
Sales	863.2	972.5
EBITDA	108.8	128.0
EBIT	94.5	113.8
Access, contracts (in million)	5.17	5.91
of which Mobile Internet	1.74	2.23
of which DS complete	2.99	3.34
of which T-DSL / R-DSL	0.44	0.34

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
- Revenue model: subscriptions (also ad-financed)
- Brands: GMX, mail.com, WEB.DE, 1&1, Arsys, InterNetX, Fasthosts, united-domains, Sedo and affilinet

Key figures (in € million)

	HY 2013	HY 2014
Sales	419.6	460.9
EBITDA	70.8	113.4
EBIT	39.5	83.6
Business Applications, contracts (in million)	5.38	5.77
Consumer Applications, accounts (in million)	33.18	33.63
with Premium Mail subscription	1.89	1.85
with Value-Added subscription	0.26	0.34
with De-Mail address / identification	0.28/0.10	0.63/0.30

Analyst's Coverage

Rating	Analysts
Buy, Accumulate, Outperform	16
Neutral, Hold, Marketperform	4
Sell, Reduce, Underperform	1

Management Board

Ralph Dommermuth	CEO
Norbert Lang	CFO
Robert Hoffmann	Business Applications
Jan Oetjen	Consumer Applications
Martin Witt	Access

The Stock

ISIN	DE0005089031
Symbol / Stock Exchange	UTDI / Frankfurt
Indices	Prime Standard; TecDAX
Class	Registered Shares: € 1
Shares	205,000,000
IPO Date / Issue Price	March 23, 1998 / € 1.02

Shareholder Structure (as of September 17, 2014)

Ralph Dommermuth	40.00 %
United Internet	0.56 %
Other shareholders	59.44 %

Brands

