



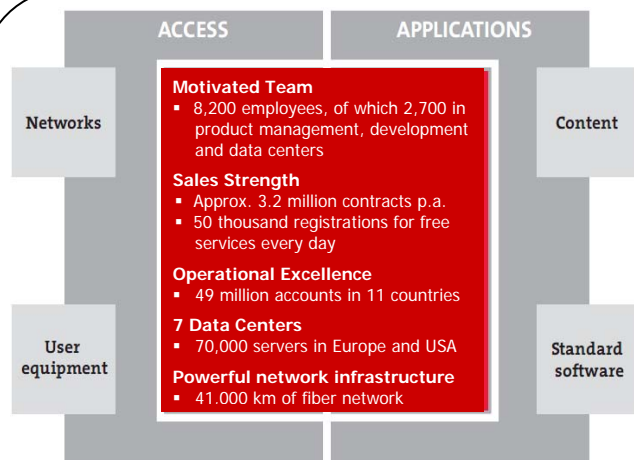
United Internet AG

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As of April 4, 2016



Brief profile: With 15.97 million fee-based contracts and 33.15 million ad-financed accounts, United Internet is a leading European **internet specialist**.

The heart of United Internet is our **“Internet Factory”** with 8,200 employees – of which about 2,700 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 49 million customer accounts.

Group figures

Acc. to IFRS in €m	2014*	2015**
Sales	3,065.0	3,715.7
EBITDA	551.5	771.2
EBIT	430.6	555.7
EPS (in €)	1.46	1.80
EPS before PPA (in €)	1.25	1.96
Contracts (in M)	14.78	15.97
Employees (headcount)	7,832	8,239

* Without one-off effects from Versatel acquisition and optimization of investment portfolio (EBITDA/EBIT effect: +€186.1m; EPS effect: +€0.82m)

** Including effects from sale of Goldbach shares and part of stake in virtual minds (EBITDA effect: +€14.0m)

Outlook 2016

- ~ € 4 billion sales
- ~ € 880 million EBITDA
- ~ 800,000 new customer contracts

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)	2014	2015
Sales	2,135.1	2,742.6
EBITDA	330.8	492.1
EBIT	267.8	336.4
Access, contracts (in million)	6.79	7.80
of which Mobile Internet	2.60	3.48
of which DS complete	3.89	4.08
of which T-DSL / R-DSL	0.30	0.24

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, home.pl, united-domains, Sedo and affilinet

Key figures (in € million)	2014	2015
Sales	929.4	1,001.2
EBITDA	228.6	281.9
EBIT	170.9	222.5
Business Applications, contracts (in million)	5.81	5.99
Consumer Applications, accounts (in million)	34.30	35.33
of which Premium Mail subscription	1.84	1.77
of which Value-Added subscription	0.34	0.41
of which Free accounts	32.12	33.15

Analyst's Coverage

Rating	Analysts
Buy, Accumulate, Outperform	15
Neutral, Hold, Marketperform	6
Sell, Reduce, Underperform	3

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 June 30, 2015)

Ralph Dommermuth	40.00 %
United Internet	0.45 %
Other shareholders	59.55 %

Brands

