

United Internet: Key figures Q4 2015



Financial key figures

Consolidated figures (in EUR million)	2014 ⁽¹⁾	2015 ⁽²⁾	Change	Q4 2014	Q4 2015	Change
Sales	3,065.0	3,715.7	21.2%	894.1	960.9	7.5%
EBITDA	551.5	771.2	39.8%	171.7	216.2	25.9%
EBIT	430.6	555.7	29.1%	116.9	163.7	40.0%
EPS in €	1.46	1.80	23.3%	0.38	0.46	21.1%
EPS before PPA amortization in €	1.52	1.96	28.9%	0.41	0.50	22.0%

⁽¹⁾ without one-off income from Versatel acquisition and portfolio optimization

⁽²⁾ including effects from sale of Goldbach shares and part of stake in virtual minds (EBITDA effect: € +14.0 million)

Segment "Access" (in EUR million)	2014	2015	Change	Q4 2014	Q4 2015	Change
Sales	2,135.1	2,742.6	28.5%	653.4	707.4	8.3%
EBITDA	330.8	492.1	48.8%	116.9	147.5	26.2%
EBIT	267.8	336.4	25.6%	74.5	109.5	47.0%

Segment "Applications" (in EUR million)	2014	2015	Change	Q4 2014	Q4 2015	Change
Sales	929.4	1,001.2	7.7%	240.7	259.5	7.8%
EBITDA	228.6	281.9	23.3%	57.0	73.3	28.6%
EBIT	170.9	222.5	30.2%	44.8	58.9	31.5%

Customer contracts

Development of customer contracts, organic (in million)	31/12/2014	Organic customer contracts 31/12/2015	Organic growth	30/09/2015	Organic customer contracts 31/12/2015	Organic growth
Total customers, subscription based	14.78	15.71	+ 0.93	15.43	15.71	+ 0.28
Access, total contracts	6.79	7.80	+ 1.01	7.52	7.80	+ 0.28
of which Mobile Internet	2.60	3.48	+ 0.88	3.25	3.48	+ 0.23
of which DSL complete (ULL)	3.89	4.08	+ 0.19	4.02	4.08	+ 0.06
of which T-DSL / R-DSL	0.30	0.24	- 0.06	0.25	0.24	- 0.01
Business Applications, total contracts	5.81	5.73	- 0.08	5.77	5.73	- 0.04
Consumer Applications, total accounts	34.30	35.33	+ 1.03	34.75	35.33	+ 0.58
of which Premium Mail Subscription	1.84	1.77	- 0.07	1.78	1.77	- 0.01
of which Value Added Subscription	0.34	0.41	+ 0.07	0.36	0.41	+ 0.05
of which free accounts	32.12	33.15	+ 1.03	32.61	33.15	+ 0.54

Adjustment from home.pl acquisition and streamlining of Domainers (in million)	Effect	Effect
Acquisition home.pl, Business Applications, contracts	+ 0.34	+ 0.34
Streamlining of Domainers, Business Applications, contracts	- 0.08	- 0.08

Development customer contracts incl. home.pl and streamlining of "Domainers" (in million)	31/12/2014	31/12/2015	Growth	30/09/2015	31/12/2015	Growth
Total customers, subscription based	14.78	15.97	+ 1.19	15.43	15.97	+ 0.54
Access, total contracts	6.79	7.80	+ 1.01	7.52	7.80	+ 0.28
of which Mobile Internet	2.60	3.48	+ 0.88	3.25	3.48	+ 0.23
of which DSL complete (ULL)	3.89	4.08	+ 0.19	4.02	4.08	+ 0.06
of which T-DSL / R-DSL	0.30	0.24	- 0.06	0.25	0.24	- 0.01
Business Applications, total contracts	5.81	5.99	+ 0.18	5.77	5.99	+ 0.22
Consumer Applications, total accounts	34.30	35.33	+ 1.03	34.75	35.33	+ 0.58
of which Premium Mail Subscription	1.84	1.77	- 0.07	1.78	1.77	- 0.01
of which Value Added Subscription	0.34	0.41	+ 0.07	0.36	0.41	+ 0.05
of which free accounts	32.12	33.15	+ 1.03	32.61	33.15	+ 0.54

Versatel consolidated from Q4 2014

In all cases of doubt, the German version of the annual report 2015 shall prevail.