

United Internet: Key figures FY/Q4 2022



Financial Key Figures

| Group (in € millions)                             | FY 2020 | FY 2021 | Change yoy | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | FY 2021 | FY 2022 | Change yoy | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 | Change yoy |
|---|---------|---------|------------|---------|---------|---------|---------|---------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| Revenues  | 5,367.2 | 5,646.2 | 5.2%       | 1,329.4 | 1,328.5 | 1,326.8 | 1,382.6 | 5,646.2 | 5,915.1 | 4.8%       | 1,392.2 | 1,383.4 | 1,392.3 | 1,478.3 | 1,443.7 | 1,457.4 | 1,483.2 | 1,530.8 | 3.6%       |
| Revenues excl. hardware                           | 4,628.2 | 4,886.6 | 5.6%       | 1,143.5 | 1,144.1 | 1,162.0 | 1,178.6 | 4,886.6 | 5,147.5 |            | 1,188.5 | 1,212.7 | 1,222.0 | 1,263.4 | 1,263.4 | 1,278.9 | 1,295.1 | 1,310.1 | 3.7%       |
| EBITDA  | 1,048.9 | 1,303.7 | 24.3%      | 300.8   | 319.7   | 275.9   | 152.5   | 1,303.7 | 1,262.5 | -3.2%      | 346.5   | 326.7   | 321.3   | 309.2   | 330.0   | 329.7   | 335.8   | 267.0   | -13.6%     |
| Write-down of accrued assets for VDSL contingents | -129.9  |         |            |         |         |         | -129.9  | 0.0     |         |            |         |         |         |         |         |         |         |         |            |
| Non-period effect from lower MBA MVNO billing     |         | 39.4    |            |         |         |         |         | 39.4    | 0.0     |            | 34.4    | 5.0     |         |         |         |         |         |         |            |
| Excessive MBA MVNO billing (from July 1, 2020)    | -39.4   |         |            |         |         | -19.2   | -20.2   | 0.0     |         |            |         |         |         |         |         |         |         |         |            |
| Derivative Consumer Applications                  |         | 4.9     |            |         |         |         |         | 4.9     | -0.5    |            | 0.2     | 0.7     | 2.1     | 1.9     | 0.8     | 3.7     | 7.7     | -12.7   |            |
| IONOS IPO costs                                   |         |         |            |         |         |         |         | -3.0    | -8.8    |            |         |         |         | -3.0    | -0.9    | -1.5    | -0.8    | -5.6    |            |
| EBITDA comparable                                 | 1,218.2 | 1,259.4 | 3.4%       | 300.8   | 319.7   | 295.1   | 302.6   | 1,262.4 | 1,271.8 | 0.7%       | 311.9   | 321.0   | 319.2   | 310.3   | 330.1   | 327.5   | 328.9   | 285.4   | -8.0%      |
| Project cost 1&1 Mobile Network (Consumer Access) | -13.9   | -37.9   |            | -2.8    | -2.8    | -2.8    | -5.5    | -37.9   | -51.7   |            | -7.2    | -7.7    | -9.6    | -13.4   | -8.2    | -7.9    | -10.0   | -25.6   |            |
| Additional purchase marketing IONOS               |         |         |            |         |         |         |         |         | -32.4   |            |         |         |         | -6.0    | -7.3    | 0.7     | -19.9   |         |            |
| Higher electricity costs                          |         |         |            |         |         |         |         |         | -22.4   |            |         |         |         | -5.3    | -5.7    | -5.2    | -6.2    |         |            |

| Segment "Consumer Access" (in € millions)         | FY 2020 | FY 2021 | Change yoy | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | FY 2021 | FY 2022 | Change yoy | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 | Change yoy |
|---|---------|---------|------------|---------|---------|---------|---------|---------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| Revenues  | 3,759.0 | 3,883.0 | 3.3%       | 933.7   | 933.5   | 925.6   | 966.2   | 3,883.0 | 3,943.0 | 1.5%       | 965.9   | 950.3   | 964.3   | 1,002.5 | 969.4   | 971.3   | 992.9   | 1,009.4 | 0.7%       |
| Hardware/other revenues                           | 739.0   | 759.7   | 2.8%       | 185.9   | 184.4   | 164.8   | 203.9   | 759.7   | 767.6   | 1.0%       | 203.7   | 170.8   | 170.2   | 214.9   | 180.3   | 178.5   | 188.1   | 220.7   | 2.7%       |
| Service revenues                                  | 3,020.0 | 3,123.4 | 3.4%       | 747.8   | 749.1   | 760.8   | 762.3   | 3,123.4 | 3,175.4 | 1.7%       | 762.2   | 779.5   | 794.1   | 787.6   | 789.1   | 792.8   | 804.8   | 788.7   | 0.1%       |
| EBITDA  | 471.3   | 714.0   | 51.5%      | 164.8   | 166.5   | 127.3   | 12.7    | 714.0   | 696.5   | -2.4%      | 202.8   | 173.6   | 176.9   | 160.7   | 187.9   | 182.2   | 181.9   | 144.5   | -10.1%     |
| Write-down of accrued assets for VDSL contingents | -129.9  | 0.0     |            |         |         |         | -129.9  | 0.0     |         |            |         |         |         |         |         |         |         |         |            |
| Non-period effect from revised MBA MVNO offer     |         | 39.4    |            |         |         |         |         | 39.4    | 0.0     |            | 34.4    | 5.0     |         |         |         |         |         |         |            |
| Excessive MBA MVNO billing (from July 1, 2020)    | -39.4   |         |            |         |         | -19.2   | -20.2   | 0.0     |         |            |         |         |         |         |         |         |         |         |            |
| Higher electricity costs                          |         |         |            |         |         |         |         | -1.0    |         |            |         |         |         | -0.2    | -0.2    | -0.3    | -0.3    |         |            |
| EBITDA comparable                                 | 640.6   | 674.6   | 5.3%       | 164.8   | 166.5   | 146.5   | 162.8   | 674.6   | 697.5   | 3.4%       | 168.4   | 168.6   | 176.9   | 160.7   | 188.1   | 182.4   | 182.2   | 144.8   | -9.9%      |
| EBITDA "1&1 Mobile Network"                       | -13.9   | -37.9   |            | -2.8    | -2.8    | -2.8    | -5.5    | -37.9   | -51.7   |            | -7.2    | -7.7    | -9.6    | -13.4   | -8.2    | -7.9    | -10.0   | -25.6   |            |
| EBITDA "Access", comparable                       | 654.5   | 712.5   | 8.9%       | 167.6   | 169.3   | 149.3   | 168.3   | 712.5   | 749.2   | 5.2%       | 175.6   | 176.3   | 186.5   | 174.1   | 196.3   | 190.3   | 192.2   | 170.4   | -2.1%      |

| Segment "Business Access" (in € millions)  | FY 2020 | FY 2021 | Change yoy | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | FY 2021 | FY 2022 | Change yoy | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 | Change yoy |
|--|---------|---------|------------|---------|---------|---------|---------|---------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| Revenues   | 493.3   | 514.4   | 4.3%       | 118.7   | 122.8   | 125.1   | 126.7   | 514.4   | 542.8   | 5.5%       | 128.3   | 130.1   | 124.3   | 131.7   | 128.4   | 133.4   | 136.9   | 144.0   | 9.4%       |
| Regulatory effect  |         |         |            |         |         |         |         |         | -6.1    |            |         |         |         | -1.7    | -1.6    | -1.5    | -1.3    |         |            |
| EBITDA   | 149.8   | 160.5   | 7.1%       | 35.2    | 39.7    | 39.4    | 35.4    | 160.5   | 155.6   | -3.0%      | 38.2    | 40.9    | 39.7    | 41.7    | 36.6    | 39.1    | 37.8    | 42.1    | 1.1%       |
| Start-up costs for the construction of the infrastructure for the 1&1 Mobile Network |         |         |            |         |         |         |         |         | -8.0    |            |         |         |         | -1.8    | -2.4    | -3.1    | -0.7    |         |            |
| SD-WAN migration cost (one-off)  |         |         |            |         |         |         |         |         | -2.3    |            |         |         |         | -0.1    | -0.7    | -0.7    | -0.7    |         |            |
| Higher electricity costs   |         |         |            |         |         |         |         |         | -2.1    |            |         |         |         | -0.1    | -0.5    | -0.7    | -0.8    |         |            |
| EBITDA comparable  |         |         |            |         |         |         |         | 160.5   | 168.1   | 4.7%       | 38.2    | 40.9    | 39.7    | 41.7    | 38.7    | 42.7    | 42.3    | 44.3    | 6.3%       |

| Segment "Business Applications" (in € millions) | FY 2020 | FY 2021 | Change yoy | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | FY 2021 | FY 2022 | Change yoy | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 | Change yoy |
|---|---------|---------|------------|---------|---------|---------|---------|---------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| Revenues  | 948.6   | 1,062.8 | 12.0%      | 237.0   | 234.6   | 235.7   | 241.3   | 1,062.8 | 1,248.1 | 17.4%      | 256.2   | 258.2   | 260.5   | 287.9   | 300.1   | 307.9   | 311.7   | 328.4   | 14.1%      |
| Revenues w/o aftermarket business Sedo          |         |         |            |         |         |         |         | 931.2   | 1,000.7 | 7.5%       | 230.2   | 230.8   | 230.8   | 237.9   | 249.0   | 248.3   | 248.8   | 254.6   | 7.0%       |
| EBITDA  | 328.3   | 315.3   | -4.0%      | 76.9    | 90.9    | 86.8    | 73.7    | 315.3   | 309.4   | -1.9%      | 79.2    | 84.1    | 78.9    | 73.1    | 83.1    | 81.4    | 85.3    | 59.6    | -18.5%     |
| IONOS IPO costs                                 |         |         |            |         |         |         |         | -3.0    | -8.8    |            |         |         |         | -3.0    | -0.9    | -1.5    | -0.8    | -5.6    |            |
| Additional purchase marketing IONOS             |         |         |            |         |         |         |         |         | -32.4   |            |         |         |         | -5.9    | -7.4    | 0.8     | -19.9   |         |            |
| Higher electricity costs                        |         |         |            |         |         |         |         |         | -15.9   |            |         |         |         | -4.5    | -4.4    | -3.0    | -4.1    |         |            |
| EBITDA comparable                               |         |         |            |         |         |         |         | 318.3   | 366.5   | 15.1%      | 79.2    | 84.1    | 78.9    | 76.1    | 94.4    | 94.7    | 88.3    | 89.2    | 17.2%      |

| Segment "Consumer Applications" (in € millions) | FY 2020 | FY 2021 | Change yoy | Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | FY 2021 | FY 2022 | Change yoy | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | Q1 2022 | Q2 2022 | Q3 2022 | Q4 2022 | Change yoy |
|---|---------|---------|------------|---------|---------|---------|---------|---------|---------|------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|
| Revenues  | 251.8   | 279.1   | 10.8%      | 60.8    | 58.9    | 61.2    | 70.9    | 279.1   | 283.9   | 1.7%       | 65.3    | 68.9    | 65.9    | 79.0    | 70.2    | 69.9    | 67.8    | 75.9    | -3.9%      |
| EBITDA  | 100.7   | 122.5   | 21.6%      | 23.3    | 23.7    | 22.5    | 31.1    | 122.5   | 118.8   | -3.0%      | 25.9    | 30.2    | 27.4    | 39.0    | 27.5    | 33.4    | 34.9    | 23.0    | -41.1%     |
| Derivative                                      |         | 4.9     |            |         |         |         |         | 4.9     | -0.5    |            | 0.2     | 0.7     | 2.1     | 1.9     | 0.8     | 3.7     | 7.7     | -12.7   |            |
| Higher electricity costs                        |         |         |            |         |         |         |         |         | -3.5    |            |         |         |         | -0.5    | -0.7    | -1.2    | -1.1    |         |            |
| EBITDA comparable                               | 100.7   | 117.6   | 16.8%      | 23.3    | 23.7    | 22.5    | 31.1    | 117.6   | 122.8   | 4.4%       | 25.7    | 29.5    | 25.3    | 37.1    | 27.2    | 30.4    | 28.4    | 36.8    | -0.9%      |

Customer figures

| Development of customer contracts (in millions) | 31.12.2020 | 31.12.2021 | % change | 31.03.2020 | 30.06.2020 | 30.09.2020 | 31.12.2020 | 31.12.2021 | 31.12.2022 | % change vs. 31.12.2021 | 31.03.2021 | 30.06.2021 | 30.09.2021 | 31.12.2021 | 31.03.2022 | 30.06.2022 | 30.09.2022 | 31.12.2022 | % change vs. 31.12.2021 |
|---|------------|------------|----------|------------|------------|------------|------------|------------|------------|-------------------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------------------|
| Total customers, subscription based             | 25,65      | 26,68      | +1.03    | 24,91      | 25,20      | 25,41      | 25,65      | 26,73      | 27,46      | +0.73                   | 25,96      | 26,20      | 26,45      | 26,73      | 26,91      | 27,04      | 27,20      | 27,46      | +0.26                   |
| Consumer Access, total contracts                | 14,83      | 15,43      | +0.60    | 14,43      | 14,57      | 14,68      | 14,83      | 15,43      | 15,78      | +0.35                   | 14,97      | 15,11      | 15,27      | 15,43      | 15,49      | 15,55      | 15,65      | 15,78      | +0.13                   |
| of which Mobile Internet                        | 10,52      | 11,19      | +0.67    | 10,10      | 10,24      | 10,36      | 10,52      | 11,19      | 11,68      | +0.49                   | 10,66      | 10,83      | 11,01      | 11,19      | 11,28      | 11,38      | 11,52      | 11,68      | +0.16                   |
| of which broadband products                     | 4,31       | 4,24       | -0.07    | 4,33       | 4,33       | 4,32       | 4,31       | 4,24       | 4,10       | -0.14                   | 4,31       | 4,28       | 4,26       | 4,24       | 4,21       | 4,17       | 4,13       | 4,10       | -0.03                   |
| Business Applications, total contracts          | 8,45       | 8,78       | +0.33    | 8,21       | 8,32       | 8,38       | 8,45       | 8,78       | 9,04       | +0.26                   | 8,56       | 8,63       | 8,69       | 8,78       | 8,87       | 8,91       | 8,94       | 9,04       | +0.10                   |
| Consumer Applications, total                    | 41,77      | 42,79      | +1.02    | 40,71      | 40,82      | 41,17      | 41,77      | 42,79      | 42,95      | +0.16                   | 41,95      | 42,12      | 41,74      | 42,79      | 42,64      | 42,34      | 42,55      | 42,95      | +0.40                   |
| of which Premium Mail Subscriptions             | 1,63       | 1,72       | +0.09    | 1,54       | 1,57       | 1,61       | 1,63       | 1,77       | 1,89       | +0.12                   | 1,69       | 1,71       | 1,74       | 1,77       | 1,8        | 1,83       | 1,86       | 1,89       | +0.03                   |
| of which Value Added Subscriptions              | 0,74       | 0,75       | +0.01    | 0,73       | 0,74       | 0,74       | 0,74       | 0,75       | 0,75       | +/- 0                   | 0,74       | 0,75       | 0,75       | 0,75       | 0,75       | 0,75       | 0,75       | 0,75       | +/- 0                   |
| of which free accounts                          | 39,40      | 40,32      | +0.92    | 38,44      | 38,51      | 38,82      | 39,40      | 40,27      | 40,31      | +0.04                   | 39,52      | 39,66      | 39,25      | 40,27      | 40,09      | 39,76      | 39,94      | 40,31      | +0.37                   |