

## United Internet: Key figures Q2 2017



### Financial key figures after carrying affilinet as a discontinued operation acc. to IFRS 5 as of June 30, 2017, prior-year adjusted

Group (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	1,880.6	1,954.1	3.9%	947.1	1,001.4	5.7%
EBITDA	398.0	429.9	8.0%	196.6	216.9	10.3%
EBIT	301.5	325.3	7.9%	148.6	159.4	7.3%

Segment "Access" (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	1,434.7	1,474.4	2.8%	725.1	743.8	2.6%
EBITDA	249.0	260.0	4.4%	124.7	126.3	1.3%
EBIT	181.1	191.6	5.8%	90.6	91.7	1.2%

Segment "Applications" (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	461.5	493.8	7.0%	229.2	264.2	15.3%
EBITDA	153.1	176.1	15.0%	74.1	94.3	27.3%
EBIT	125.0	140.0	12.0%	60.4	71.5	18.4%

### Financial key figures incl. affilinet

Group (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	1,951.2	2,022.4	3.6%	982.6	1,033.2	5.1%
EBITDA	400.3	432.9	8.1%	197.5	217.9	10.3%
EBIT	303.4	327.9	8.1%	149.2	160.3	7.4%

Segment "Access" (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	1,434.8	1,474.4	2.8%	725.1	743.9	2.6%
EBITDA	249.0	260.0	4.4%	124.7	126.2	1.2%
EBIT	181.1	191.6	5.8%	90.6	91.7	1.2%

Segment "Applications" (in € million)	H1 2016	H1 2017	Change	Q2 2016	Q2 2017	Change
Sales	534.9	566.6	5.9%	266.1	297.2	11.7%
EBITDA	155.4	179.1	15.3%	75.0	95.4	27.2%
EBIT	126.9	142.6	12.4%	61.1	72.4	18.5%

### Customer figures

Development of customer contracts (in million)	30/06/2016	30/06/2017	Change	31/03/2017	30/06/2017	Change
Total customers, subscription based	16.46	19.24	+ 2.78	17.16	19.24	+ 2.08
Access, total contracts	8.25	9.02	+ 0.77	8.87	9.02	+ 0.15
of which Mobile Internet	3.86	4.57	+ 0.71	4.45	4.57	+ 0.12
of which DSL complete (ULL)	4.18	4.31	+ 0.13	4.27	4.31	+ 0.04
of which T-DSL / R-DSL	0.21	0.14	- 0.07	0.15	0.14	- 0.01
Business Applications, total contracts (1)	6.03	7.98	+ 1.95	6.07	7.98	+ 1.91
Consumer Applications, total accounts	35.54	36.53	+ 0.99	36.78	36.53	- 0.25
of which Premium Mail Subscription	1.74	1.72	- 0.02	1.71	1.72	+ 0.01
of which Value Added Subscription	0.44	0.52	+ 0.08	0.51	0.52	+ 0.01
of which free accounts	33.36	34.29	+ 0.93	34.56	34.29	- 0.27

(1) incl. 1.87 million customer contracts from the first-time consolidation of Strato as of April 1, 2017