



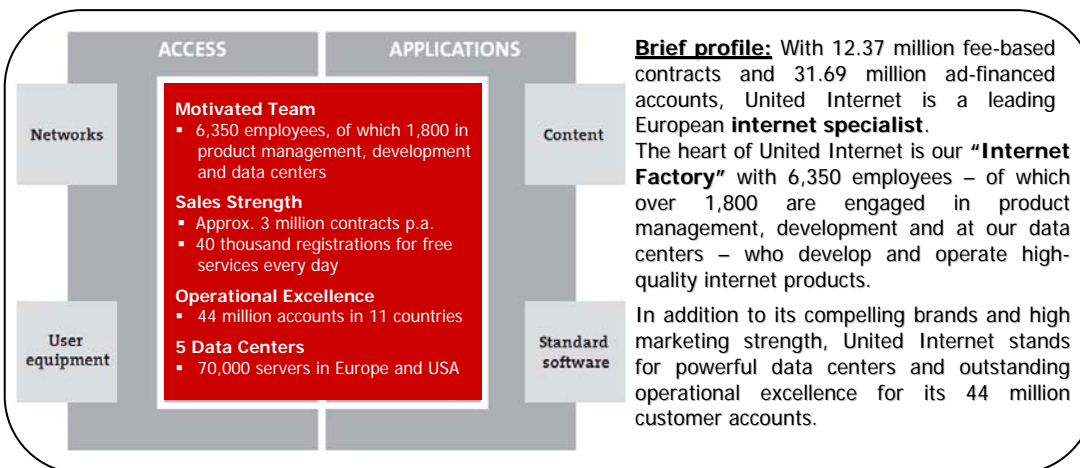
United Internet AG

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As of May 29, 2013



Brief profile: With 12.37 million fee-based contracts and 31.69 million ad-financed accounts, United Internet is a leading European **internet specialist**. The heart of United Internet is our “**Internet Factory**” with 6,350 employees – of which over 1,800 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 44 million customer accounts.

Group figures

Acc. to IFRS in €M	2012	Q1 2013	Q1 2012
Sales	2,396.6	629.7	576.9
Start-up losses	126.5	28.7	36.4
EBITDA	325.9	91.3	70.5
EBIT	232.7	68.3	48.3
EPS (in €)	0.71	0.23	0.15
Contracts (in M)	12.04	12.37	11,08
Employees (headcount)	6,254	6,361	5,775

Outlook 2013

- Approx. 1 million new contracts
- Approx. 10 % growth in sales
- Approx. € 500 million EBITDA in our established business
- Thereof, we will use approx. 20% (approx. € 100m) to finance the planned start-up losses in De-Mail and the internationalization of the 1&1 MyWebsite
- EPS of € 1.00 – € 1.10

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
- Brands: GMX, WEB.DE and 1&1
- Revenue model: subscriptions (also volume-based)

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

Key figures (in € million)

	Q1 2012	Q1 2013
Sales	375.6	421.7
EBITDA	41.3	54.8
EBIT	34.8	47.2
Access, contracts (in million)	4.15	4.93
of which Mobile Internet	0.94	1.57
of which DS complete	2.58	2.89
of which T-DSL / R-DSL	0.63	0.47

Key figures (in € million)

	Q1 2012	Q1 2013
Sales	201.2	207.9
EBITDA	30.7	38.5
EBIT	14.9	23.1
Business Applications, contracts (in million)	4.93	5.28
Consumer Applications, accounts (in million)	32.51	33.85
of which with Premium Mail subscription	1.79	1.93
of which with Value-Added subscription	0.21	0.23
of which with De-Mail address	-	0.06

Analyst's Coverage

Rating	Analysts
Buy, Accumulate, Outperform	14
Neutral, Hold, Marketperform	8
Sell, Reduce, Underperform	1

Management

Ralph Dommermuth	since 1988
Robert Hoffmann	since 2006
Norbert Lang	since 1994

The Stock

ISIN	DE0005089031
Symbol / Stock Exchange	UTDI / Frankfurt
Indices	Prime Standard; TecDAX
Class	Registered Shares: € 1
Shares	194,000,000
IPO Date / Issue Price	March 23, 1998 / € 1.02

Shareholder Structure

Ralph Dommermuth	45.36 %
United Internet	0.28 %
Other shareholders	54.36 %

Upcoming date

14.08.2013	Half-Year Report 2013
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Brands

