

United Internet: Key data 2012

(without special items*)



Financial data

Consolidated figures (in EUR million)	2011	2012	Change	Q4 2011	Q4 2012	Change
Established business fields						
Sales	2,080.4	2,355.8	13.2%	552.0	617.1	11.8%
EBITDA	384.5	450.0	17.0%	105.3	115.5	9.7%
EBIT	296.7	359.2	21.1%	79.1	91.4	15.5%
New business fields						
Sales	13.7	40.8	197.8%	5.0	12.9	158.0%
EBITDA	-42.7	-124.1		-26.4	-27.3	
EBIT	-43.7	-126.5		-26.7	-27.9	
Total						
Sales	2,094.1	2,396.6	14.4%	557.0	630.0	13.1%
EBITDA	341.8	325.9	-4.7%	78.9	88.2	11.8%
EBIT	253.0	232.7	-8.0%	52.4	63.5	21.2%
Segment "Access" (in EUR million)						
Sales	1,368.0	1,586.1	15.9%	359.8	417.1	15.9%
EBITDA	152.3	191.8	25.9%	43.2	46.3	7.2%
EBIT	122.2	164.3	34.5%	35.0	39.1	11.7%
Segment "Applications" (in EUR million)						
Established business fields						
Sales	712.1	769.4	8.0%	192.1	199.9	4.1%
EBITDA	226.1	256.2	13.3%	56.8	67.3	18.5%
EBIT	168.7	193.1	14.5%	39.0	50.5	29.5%
New business fields						
Sales	13.7	40.8	197.8%	5.0	12.9	158.0%
EBITDA	-42.7	-124.1		-26.4	-27.3	
EBIT	-43.7	-126.5		-26.7	-27.9	
Total						
Sales	725.8	810.2	11.6%	197.1	212.8	8.0%
EBITDA	183.4	132.1	-28.0%	30.4	40.0	31.6%
EBIT	125.0	66.6	-46.7%	12.3	22.6	83.7%

Customer data

Customer contracts (in million)	31.12.2011	31.12.2012	Change	30.09.2012	31.12.2012	Change
Customer contracts, total	10.67	11.85	1.18	11.53	11.85	0.32
of which "Access" contracts, total	4.08	4.75	0.67	4.54	4.75	0.21
of which Mobile Internet	0.79	1.35	0.56	1.18	1.35	0.17
of which DSL complete	2.51	2.79	0.28	2.71	2.79	0.08
of which narrow band / T-DSL / R-DSL	0.78	0.61	-0.17	0.65	0.61	-0.04
of which "Applications" contracts, total	6.59	7.10	0.51	6.99	7.10	0.11
of which "domestic"	3.86	4.05	0.19	4.03	4.05	0.02
of which "abroad"	2.73	3.05	0.32	2.96	3.05	0.09
<i>Business Applications</i>	4.67	5.06	0.39	4.96	5.06	0.10
of which 1&1 My Website	0.19	0.41	0.22	0.36	0.41	0.05
<i>Consumer Applications</i>	1.92	2.04	0.12	2.03	2.04	0.01
Add-financed accounts, total	30.8	31.8	1.00	30.6	31.8	1.20

* Special items Q2 2011: Sale Versatel stake; positive EBITDA and EBIT effect: EUR 24.8 million
 Special items Q2 2012: Sedo impairment; negative EBIT effect: EUR 46.3 million
 Special items Q4 2012: Sale freenet stake; positive EBITDA and EBIT effect: EUR 17.9 million