

United Internet: Key figures Q2 2018 (I)



Financial Key Figures ¹⁾

Group (in € million)	H1 2017	H1 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	
Sales	1,954.1	2,548.9	30.4%	952.7	1,001.4	1,054.1	1,198.1	4,206.3	1,270.7	1,278.2	27.6%
EBITDA ⁽²⁾	429.9	565.5	31.5%	213.0	216.9	558.1	265.3	1,253.3	278.3	287.2	32.4%
Special items, net effect ⁽³⁾						303.9	-30.2	273.7			
operative EBITDA ⁽²⁾	429.9	565.5	31.5%	213.0	216.9	254.2	295.5	979.6	278.3	287.2	32.4%
operative EBIT ⁽²⁾	325.3	373.8	14.9%	165.9	159.4	185.9	194.7	705.9	182.9	190.9	19.8%

Segment "Access" (in € million)	H1 2017	H1 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	
Sales	1,474.4	2,001.8	35.8%	730.6	743.8	798.8	919.4	3,192.6	995.6	1,006.2	35.3%
EBITDA ⁽⁴⁾	260.0	365.9	40.7%	133.7	126.3	467.0	170.4	897.4	177.3	188.6	49.3%
Special items, net effect ⁽⁵⁾						303.0	-28.3	274.7			
operative EBITDA ⁽⁴⁾	260.0	365.9	40.7%	133.7	126.3	164.0	198.7	622.7	177.3	188.6	49.3%
operative EBIT ⁽⁴⁾	191.6	221.7	15.7%	99.9	91.7	118.5	121.1	431.2	105.6	116.1	26.6%

Segment "Applications" (in € million)	H1 2017	H1 2018	Change	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IAS 18)	(IFRS 15)	(IFRS 15)	
Sales	493.8	557.1	12.8%	229.6	264.2	261.7	286.3	1,041.8	280.1	277.0	4.8%
EBITDA ⁽⁶⁾	176.1	203.4	15.5%	81.7	94.3	102.6	100.1	378.7	102.2	101.2	7.3%
Special items, net effect ⁽⁷⁾						7.4		7.4			
operative EBITDA ⁽⁶⁾	176.1	203.4	15.5%	81.7	94.3	95.2	100.1	371.3	102.2	101.2	7.3%
operative EBIT ^(6,8)	140.0	155.7	11.2%	68.5	71.5	72.3	77.2	289.5	78.6	77.1	7.8%

¹⁾ After deconsolidation of affiliinet in 2017; prior-year figures adjusted

²⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -8.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.8 million)

³⁾ Q3/17: Special items from revaluation of Drillisch shares (EUR +303.0 million), revaluation of ProfitBricks shares (EUR +16.1 million), M&A transaction costs (EUR -15.2 million)

Q4/17: Special items from M&A transaction costs (EUR -1.9 million) and restructuring costs for offline sales (EUR -28.3 million)

⁴⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.7 million)

⁵⁾ Q3/17: Special item from revaluation of Drillisch shares (EUR +303.0 million)

Q4/17: Special item from restructuring costs for offline sales (EUR -28.3 million)

⁶⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

⁷⁾ Q3/17: Special items from revaluation of ProfitBricks shares (EUR +16.1 million) and internally allocated M&A costs (EUR -8.7 million)

⁸⁾ Q4/17: Without trademark writedowns Strato (EBIT effect: EUR -20.7 million)

Customer figures

Development of customer contracts (in million)	31.12.2017	30.06.2018	Change	31.03.2017	30.06.2017	30.09.2017	31.12.2017	31.03.2018	30.06.2018	Change
	Kostenpflichtige Kundenverträge im Konzern	22.64		23.17	+ 0.53	16.76	18.85	22.37	22.64	
Access, Verträge gesamt	12.64	13.11	+ 0.47	8.72	8.88	12.39	12.64	12.91	13.11	+ 0.20
davon Mobile Internet ¹⁾	8.30	8.73	+ 0.43	4.45	4.57	8.06	8.30	8.54	8.73	+ 0.19
davon DSL / VDSL	4.34	4.38	+ 0.04	4.27	4.31	4.33	4.34	4.37	4.38	+ 0.01
Business-Applications, Verträge gesamt ²⁾	8.02	8.07	+ 0.05	6.07	7.98	8.00	8.02	8.05	8.07	+ 0.02
Consumer-Applications, Accounts gesamt	37.65	38.05	+ 0.40	36.78	36.53	36.90	37.65	38.25	38.05	- 0.20
davon mit Premium-Mail-Subscription ³⁾	1.56	1.54	- 0.02	1.60	1.61	1.58	1.56	1.54	1.54	+/- 0
davon mit Value-Added-Subscription ³⁾	0.42	0.45	+ 0.03	0.37	0.38	0.40	0.42	0.44	0.45	+ 0.01
davon Free-Accounts	35.67	36.06	+ 0.39	34.81	34.54	34.92	35.67	36.27	36.06	- 0.21

¹⁾ incl. 3.35 million customer contracts from the first-time consolidation of Drillisch as of September 2017

²⁾ incl. 1.87 million customer contracts from the first-time consolidation of Strato as of April 2017

³⁾ after reclassification of 250,000 customers relationships (110,000 accounts with Premium-Mail-Subscription and 140,000 accounts with Value-added Subscription) from fee based customers to free accounts; prior-year adjusted

Pro forma financial key figures

Group (in € million)	H1 2017	H1 2018	Change	Q2 2017	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	1,954.1	2,548.9	30.4%	1,001.4	1,278.2	27.6%
Pro forma sales Strato/Drillisch	344.1			158.4		
Sales pro forma	2,298.2	2,548.9	10.9%	1,159.8	1,278.2	10.2%
thereof conversion effects from IFRS 15		160.1			74.2	
EBITDA, reported	429.9	565.5	31.5%	216.9	287.2	32.4%
Pro forma EBITDA Strato/Drillisch	80.3			37.2		
EBITDA pro forma	510.2	565.5	10.8%	254.1	287.2	13.0%
thereof conversion effects from IFRS 15		169.1			70.3	
thereof increased use of smartphones for new and existing customers		158.3			68.7	

Segment "Access" (in € million)	H1 2017	H1 2018	Change	Q2 2017	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	1,474.4	2,001.8	35.8%	743.8	1,006.2	35.3%
Pro forma sales Drillisch	311.3			158.4		
Sales pro forma	1,785.7	2,001.8	12.1%	902.2	1,006.2	11.5%
thereof conversion effects from IFRS 15		153.8			73.9	
EBITDA, reported	260.0	365.9	40.7%	126.3	188.6	49.3%
Pro forma EBITDA Drillisch	72.3			37.2		
EBITDA pro forma	332.3	365.9	10.1%	163.5	188.6	15.4%
thereof conversion effects from IFRS 15		158.7			68.4	
thereof increased use of smartphones for new and existing customers		158.3			68.7	

Segment "Applications" (in € million)	H1 2017	H1 2018	Change	Q2 2017	Q2 2018	Change
	(IAS 18)	(IFRS 15)		(IAS 18)	(IFRS 15)	
Sales, reported	493.8	557.1	12.8%	264.2	277.0	4.8%
Pro forma sales Strato	32.8					
Sales pro forma	526.6	557.1	5.8%	264.2	277.0	4.8%
thereof conversion effects from IFRS 15		6.3			0.4	
EBITDA, reported	176.1	203.4	15.5%	94.3	101.2	7.3%
Pro forma EBITDA Strato	8.0					
EBITDA pro forma	184.1	203.4	10.5%	94.3	101.2	7.3%
thereof conversion effects from IFRS 15		5.9			-0.6	

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Segment "Access" (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales	1,474.4	2,001.8	35.8%	730.6	743.8	798.8	919.4	3,192.6	995.6	1,006.2	35.3%
operative EBITDA ⁽¹⁾	260.0	365.9	40.7%	133.7	126.3	164.0	198.7	622.7	177.3	188.6	49.3%
Consumer Access (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales ⁽²⁾	1,266.4	1,805.7	42.6%	619.4	647.0	709.3	805.9	2,781.6	898.3	907.4	40.2%
operative EBITDA ^(1,2)	215.5	340.2	57.9%	109.0	106.5	146.4	151.0	512.9	165.3	175.0	64.3%
Business Access (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales ⁽²⁾	222.5	222.2	-0.1%	114.9	107.6	103.3	122.0	447.9	110.1	112.1	4.2%
operative EBITDA ⁽²⁾	44.5	25.7	-42.2%	24.7	19.8	17.7	19.4	81.6	12.1	13.6	-31.3%
Segment "Applications" (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales	493.8	557.1	12.8%	229.6	264.2	261.7	286.3	1,041.8	280.1	277.0	4.8%
operative EBITDA ⁽³⁾	176.1	203.4	15.5%	81.7	94.3	95.2	100.1	371.3	102.2	101.2	7.3%
Consumer Applications (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales	134.4	140.2	4.3%	66.1	68.3	67.4	82.4	284.2	72.0	68.3	0.0%
operative EBITDA	57.9	54.5	-5.9%	28.9	29.1	26.8	39.2	124.0	27.5	27.0	-7.2%
Business Applications (in € million)	H1 2017 (IAS 18)	H1 2018 (IFRS 15)	Change	Q1 2017 (IAS 18)	Q2 2017 (IAS 18)	Q3 2017 (IAS 18)	Q4 2017 (IAS 18)	2017 (IAS 18)	Q1 2018 (IFRS 15)	Q2 2018 (IFRS 15)	Change Q2 18 vs. Q2 17
Sales	361.7	419.3	15.9%	164.4	197.2	195.5	205.0	762.1	209.4	210.0	6.5%
operative EBITDA ⁽³⁾	118.2	148.9	26.0%	52.9	65.3	75.6	61.0	254.7	74.7	74.2	13.6%

¹⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -5.0 million)

²⁾ Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -2.7 million)

³⁾ Reallocation of the mass market business from 1&1 Versatel GmbH as of May 1, 2017 in Consumer Access

¹⁾ Q1/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)

²⁾ Q2/18: incl. one-offs for ongoing integration projects (EBITDA and EBIT effect: EUR -3.1 million)