

United Internet: Key figures Q3 2022



Financial Key Figures

Group (in € millions)	9M 2021	9M 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Change yoy
Revenues	4,167.9	4,384.3	5.2%	1392.2	1383.4	1392.3	1478.3	1443.7	1457.4	1483.2	6.5%
Revenues excl. hardware	3,623.2	3,837.4		1188.5	1212.7	1222.0	1263.4	1263.4	1278.9	1295.1	6.0%
EBITDA	994.5	995.5	0.1%	346.5	326.7	321.3	309.2	330.0	329.7	335.8	4.5%
Non-period effect from lower MBA MVNO billing	39.4			34.4	5.0						
Derivative Consumer Applications	3.0	12.2		0.2	0.7	2.1	1.9	0.8	3.7	7.7	
EBITDA comparable	952.1	983.3	3.3%	311.9	321.0	319.2	307.3	329.2	326.0	328.1	2.8%
Project cost 1&1 Mobile Network (Consumer Access)	-24.5	-26.1		-7.2	-7.7	-9.6	-13.4	-8.2	-7.9	-10.0	
Additional purchase marketing IONOS		-12.6						-6.0	-7.3	0.7	
Higher electricity costs		-16.3						-5.3	-5.7	-5.2	

Segment "Consumer Access" (in € millions)	9M 2021	9M 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Change yoy
Revenues	2,880.5	2,933.6	1.8%	965.9	950.3	964.3	1002.5	969.4	971.3	992.9	3.0%
Hardware/other revenues	544.7	546.9	0.4%	203.7	170.8	170.2	214.9	180.3	178.5	188.1	10.5%
Service revenues	2,335.8	2,386.7	2.2%	762.2	779.5	794.1	787.6	789.1	792.8	804.8	1.3%
EBITDA	553.3	552.0	-0.2%	202.8	173.6	176.9	160.7	187.9	182.2	181.9	2.8%
Non-period effect from revised MBA MVNO offer	39.4			34.4	5.0						
Higher electricity costs		-0.7						-0.2	-0.2	-0.3	
EBITDA comparable	513.9	552.7	7.6%	168.4	168.6	176.9	160.7	188.1	182.4	182.2	3.0%
EBITDA "1&1 Mobile Network"	-24.5	-26.1		-7.2	-7.7	-9.6	-13.4	-8.2	-7.9	-10.0	
EBITDA "Access", comparable	538.4	578.8	7.5%	175.6	176.3	186.5	174.1	196.3	190.3	192.2	3.1%

Segment "Business Access" (in € millions)	9M 2021	9M 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Change yoy
Revenues	382.7	398.7	4.2%	128.3	130.1	124.3	131.7	128.4	133.4	136.9	10.1%
Regulatory effect		-4.8						-1.7	-1.6	-1.5	
EBITDA	118.8	113.5	-4.5%	38.2	40.9	39.7	41.7	36.6	39.1	37.8	-4.8%
Start-up costs for the construction of the infrastructure for the 1&1 Mobile Network		-7.3						-1.8	-2.4	-3.1	
SDH migration cost (one-off)		-1.6						-0.2	-0.7	-0.7	
Higher electricity costs		-1.3						-0.1	-0.5	-0.7	
EBITDA comparable	118.8	123.7	4.1%	38.2	40.9	39.7	41.7	38.7	42.7	42.3	6.5%

Segment "Business Applications" (in € millions)	9M 2021	9M 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Change yoy
Revenues	774.9	919.7	18.7%	256.2	258.2	260.5	287.9	300.1	307.9	311.7	19.7%
Revenues w/o aftermarket business Sedo		7.7%								7.1%	
EBITDA	242.2	249.8	3.1%	79.2	84.1	78.9	73.1	83.1	81.4	85.3	8.1%
Additional purchase marketing IONOS		-12.6						-5.9	-7.4	0.7	
Higher electricity costs		-11.9						-4.5	-4.4	-3.0	
EBITDA comparable	242.2	274.3	13.3%	79.2	84.1	78.9	73.1	93.5	93.2	87.6	11.0%

Segment "Consumer Applications" (in € millions)	9M 2021	9M 2022	Change yoy	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Change yoy
Revenues	200.1	208.0	3.9%	65.3	68.9	65.9	79.0	70.2	69.9	67.8	2.9%
EBITDA	83.5	95.8	14.7%	25.9	30.2	27.4	39.0	27.5	33.4	34.9	27.4%
Derivative	3.0	12.2		0.2	0.7	2.1	1.9	0.8	3.7	7.7	
Higher electricity costs		-2.4						-0.5	-0.7	-1.2	
EBITDA comparable	80.5	86.0	6.8%	25.7	29.5	25.3	37.1	27.2	30.4	28.4	12.3%

Customer figures

Development of customer contracts (in millions)	31.12.2021	30.09.2022	30.09.2022 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	30.09.2022 vs. 30.06.2022
Total customers, subscription based	26.68	27.11	+ 0.43	25.93	26.17	26.41	26.68	26.85	26.97	27.11	+ 0.14
Consumer Access, total contracts	15.43	15.65	+ 0.22	14.97	15.11	15.27	15.43	15.49	15.55	15.65	+ 0.10
of which Mobile Internet	11.19	11.52	+ 0.33	10.66	10.83	11.01	11.19	11.28	11.38	11.52	+ 0.14
of which broadband products	4.24	4.13	- 0.11	4.31	4.28	4.26	4.24	4.21	4.17	4.13	- 0.04
Business Applications, total contracts	8.78	8.94	+ 0.16	8.56	8.63	8.69	8.78	8.87	8.91	8.94	+ 0.03
Consumer Applications, total	42.79	42.55	- 0.24	41.95	42.12	41.74	42.79	42.64	42.34	42.55	+ 0.21
of which Premium Mail Subscriptions	1.72	1.77	+ 0.05	1.66	1.68	1.70	1.72	1.74	1.76	1.77	+ 0.01
of which Value Added Subscriptions	0.75	0.75	+/- 0	0.74	0.75	0.75	0.75	0.75	0.75	0.75	+/- 0
of which free accounts	40.32	40.03	- 0.29	39.55	39.69	39.29	40.32	40.15	39.83	40.03	+ 0.20