

## United Internet: Key figures Q4 2013

without special items



### Financial key figures

Consolidated figures (in EUR million)	2012	2013	Change	Q4 2012	Q4 2013	Change
Sales	2,396.6	2,655.7	10.8%	630.0	700.6	11.2%
EBITDA-effective start-up losses	124.1	107.9		27.3	20.9	
EBITDA	325.9	407.2	24.9%	88.2	126.7	43.7%
EBIT	232.7	312.5	34.3%	63.5	101.9	60.5%

Segment "Access" (in EUR million)	2012	2013	Change	Q4 2012	Q4 2013	Change
Sales	1,586.1	1,788.3	12.7%	417.1	466.4	11.8%
EBITDA	191.8	245.4	27.9%	46.3	69.5	50.1%
EBIT	164.3	217.4	32.3%	39.1	62.7	60.4%

Segment "Applications" (in EUR million)	2012	2013	Change	Q4 2012	Q4 2013	Change
Sales	810.2	867.0	7.0%	212.8	234.0	10.0%
EBITDA-effective start-up losses	124.1	107.9		27.3	20.9	
EBITDA	132.1	168.7	27.7%	40.0	56.9	42.3%
EBIT	66.6	102.1	53.3%	22.6	38.9	72.1%

### Customer data

(in million)	31.12.2012*	12/31/2013	Change	9/30/2013	12/31/2013	Change
Total customers, subscription based **	12.04	13.45	1.41	13.27	13.45	0.18
Access, total contracts	4.72	5.54	0.82	5.36	5.54	0.18
of which Mobile Internet	1.41	1.98	0.57	1.86	1.98	0.12
of which DSL complete (ULL)	2.79	3.18	0.39	3.09	3.18	0.09
of which T-DSL / R-DSL	0.52	0.38	-0.14	0.41	0.38	-0.03
Business Applications, total contracts **	5.20	5.73	0.53	5.72	5.73	0.01
of which "domestic"	2.28	2.37	0.09	2.35	2.37	0.02
of which "foreign" **	2.92	3.36	0.44	3.37	3.36	-0.01
1&1 My Website	0.40	0.51	0.11	0.51	0.51	0.00
Consumer Applications, total accounts	33.68	33.69	0.01	33.47	33.69	0.22
of which Premium Mail Subscription	1.91	1.87	-0.04	1.89	1.87	-0.02
of which Value Added Subscription	0.21	0.31	0.10	0.30	0.31	0.01
of which with De-Mail address / identification	-	0.49 / 0.21	0.49 / 0.21	0.42 / 0.17	0.49 / 0.21	0.07 / 0.04

\* Figures adjusted to aid comparison (see page 9 and 11 of the 3M Report 2013: "customer and contract inventory")

\*\* incl. 330,000 customer contracts through the acquisition of Arsys