

UNITED INTERNET AG

Analyst and Investor

Webcast – 9M Results 2021

**Montabaur,
November 9, 2021**



KPIs 9M 2021

- 26.41 million customer contracts: +760,000 in the first 9 months 2021

Revenues and earnings figures (in € million)	9M 2020	9M 2021	Change
Revenues	3,984.7	4,167.9	+4.6%
EBITDA ⁽¹⁾	896.4	994.5	+10.9%
EBITDA operative ⁽²⁾	915.6	955.1	+4.3%
EBIT	541.6	643.9	+18.9%
EBIT operative ⁽²⁾	560.8	604.5	+7.8%
EPS (in €)	1.33	1.80	+35.3%
EPS operative (in €)	1.38	1.69	+22.5%
EPS operative before PPA (in €)	1.73	1.98	+14.5%

- Increasing the stakes in the subsidiaries IONOS TopCo SE from 66.67% to 75.10% (in Q2 2021), and in 1&1 AG from 75.10% to 76.97% (in Q2 2021) and then to 78.32% (in Q3 2021)
- EBITDA and EBIT operative 9M 2021 including:
 - € -24.5 million initial 5G costs (prior year: € -8.4 million)
 - € -24.8 million IONOS product/sales offensive for cloud business and further internationalization

⁽¹⁾ incl. non-period € 39.4 million from revised Telefonica conditions in 2021

⁽²⁾ w/o non-period € 39.4 million from revised Telefonica conditions in 2021; wherefrom € 19.2 million included from excessive Telefónica wholesale billing in Q3/2020 and € 20.2 million in Q4/2020

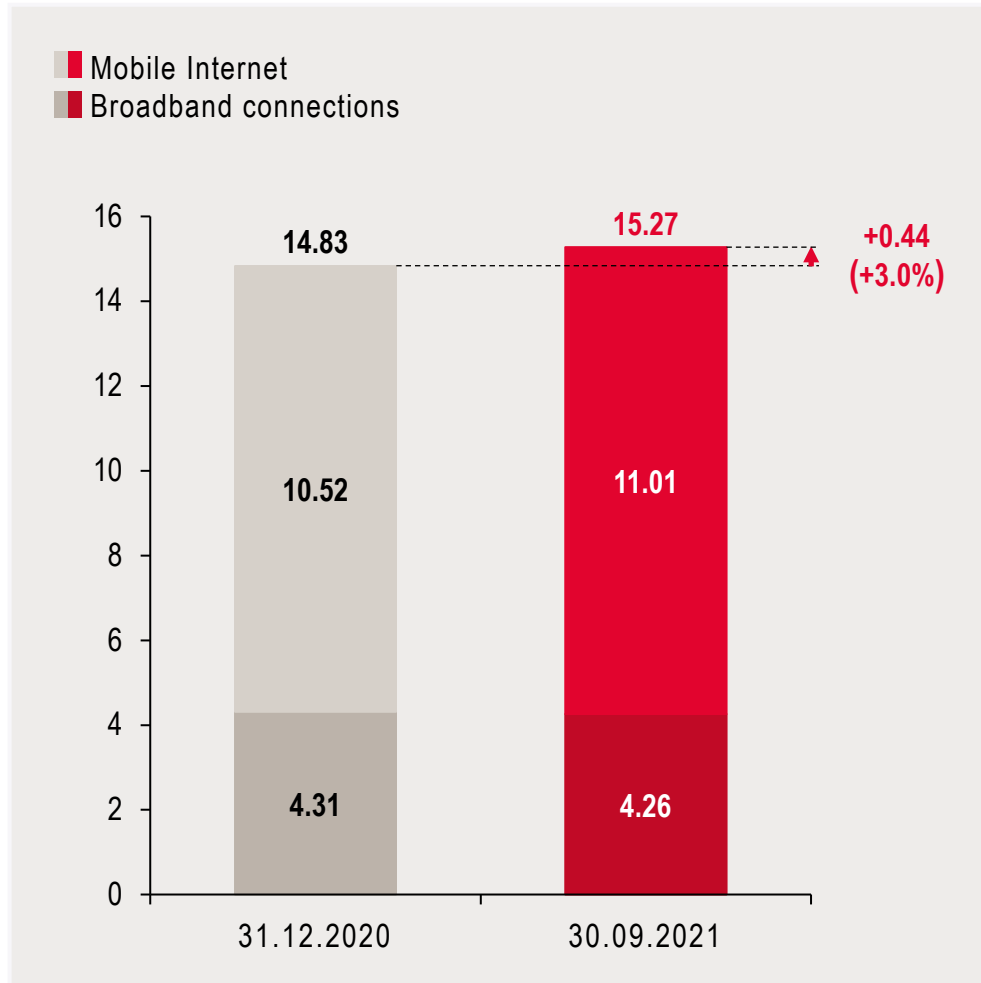
“ACCESS” IN 9M 2021

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

CONSUMER ACCESS SEGMENT: CUSTOMER CONTRACTS

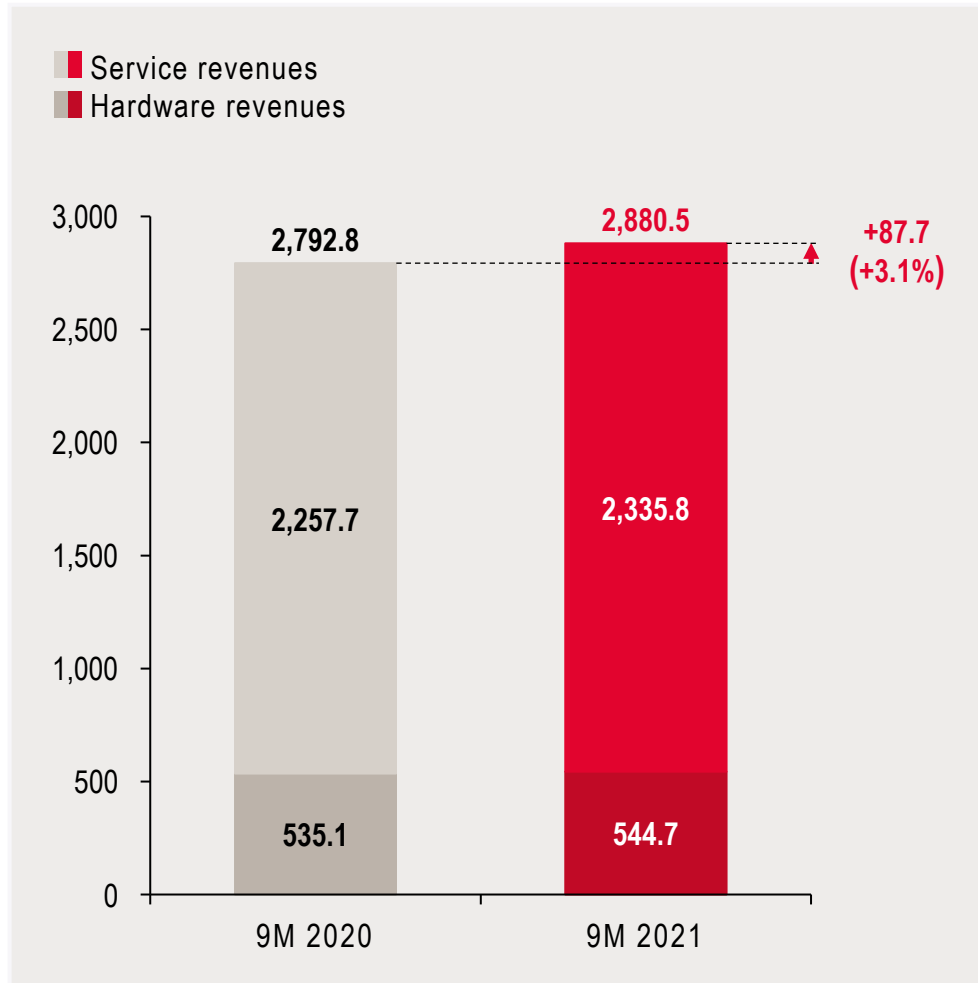
(in million)



- 15.27 million customer contracts (+440,000)
 - 11.01 million mobile internet contracts (+490,000)
 - 4.26 million broadband connections (-50,000)

CONSUMER ACCESS SEGMENT: REVENUES

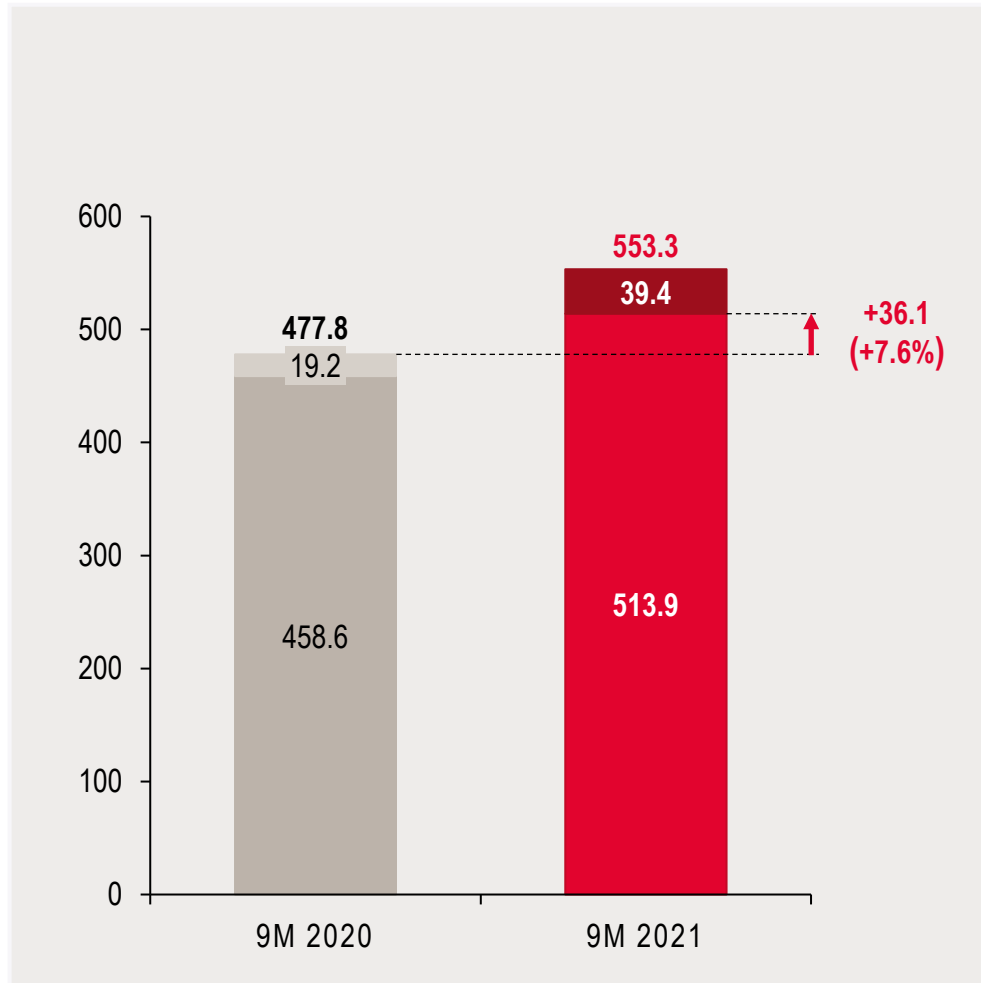
(acc. to IFRS in € million)



- +3.1% revenues to € 2,880.5 million
 - +3.5% service revenues to € 2,335.8 million
 - +1.8% other revenues (in particular hardware revenues) to € 544.7 million

“CONSUMER ACCESS” (I): TOTAL EBITDA

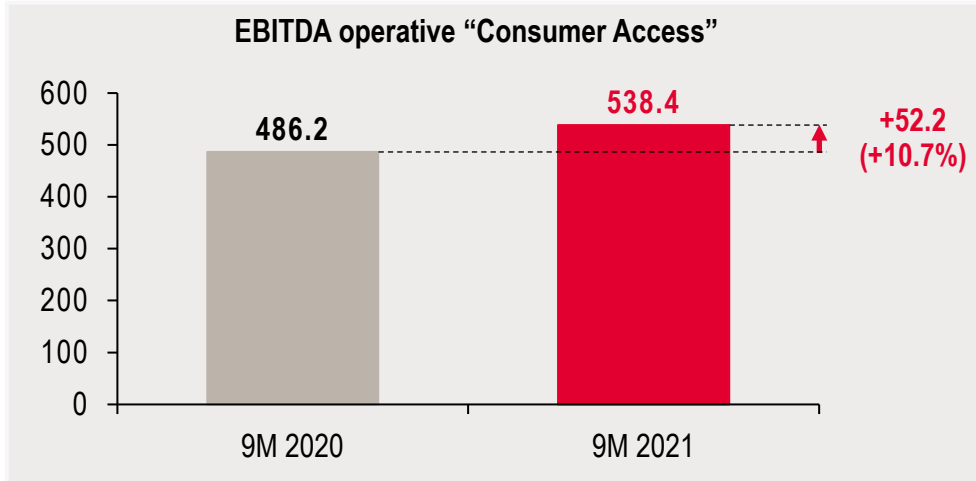
(acc. to IFRS in € million)



- +20.6% EBITDA from € 458.6 million to € 553.3 million
 - incl. € +39.4 million in 2021 from revised Telefonica conditions (non-period) and w/o the excessive Telefónica wholesale billing in 2020 (€ -19.2 million)
- +7.6% EBITDA operative from € 477.8 million to € 513.9 million
- 17.8% EBITDA operative margin (prior year: 17.1%)

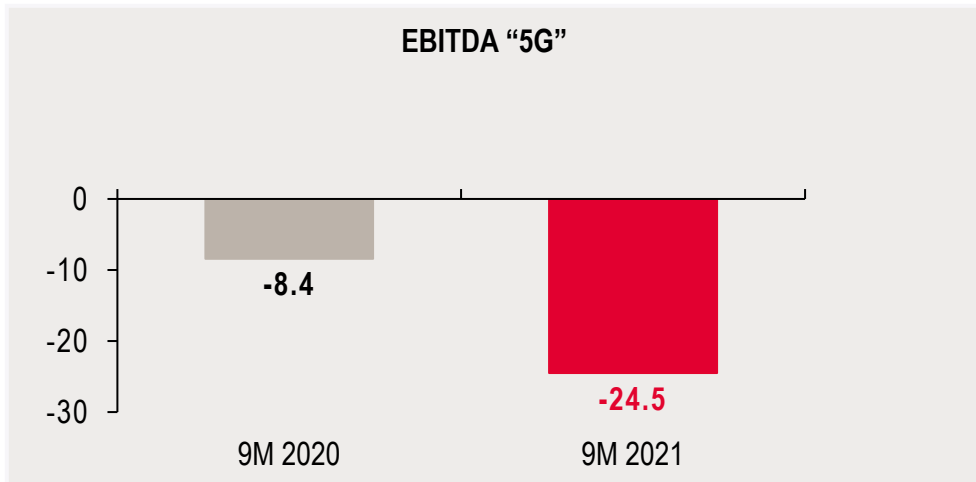
“CONSUMER ACCESS” (II): OPERATIVE EBITDA OF THE TWO SUBSEGMENTS

(acc. to IFRS in € million)



“Access”

- + 10.7% EBITDA operative to € 538.4 million
- 18.7% EBITDA operative margin (prior year: 17.4%)

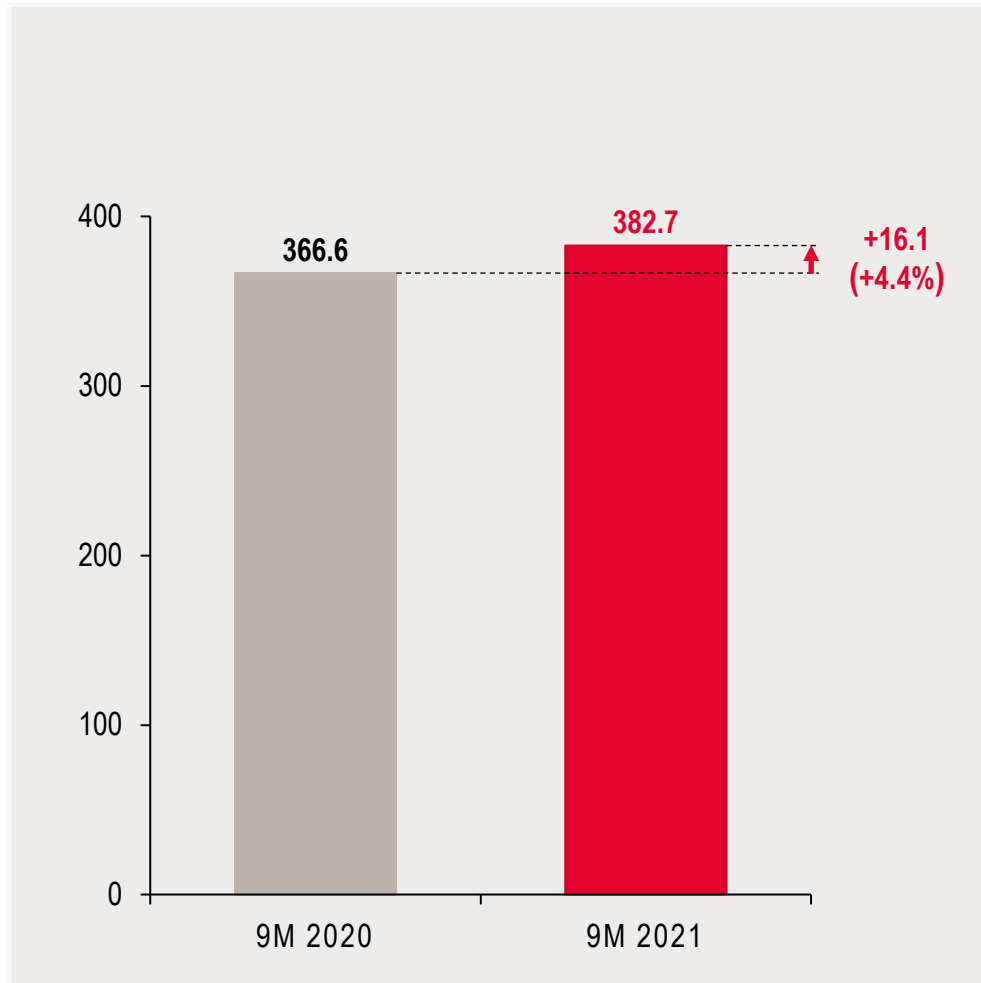


“5G”

- € -24.5 million EBITDA from the initial costs for 5G network rollout (prior year: € -8.4 million)

BUSINESS ACCESS SEGMENT: REVENUES

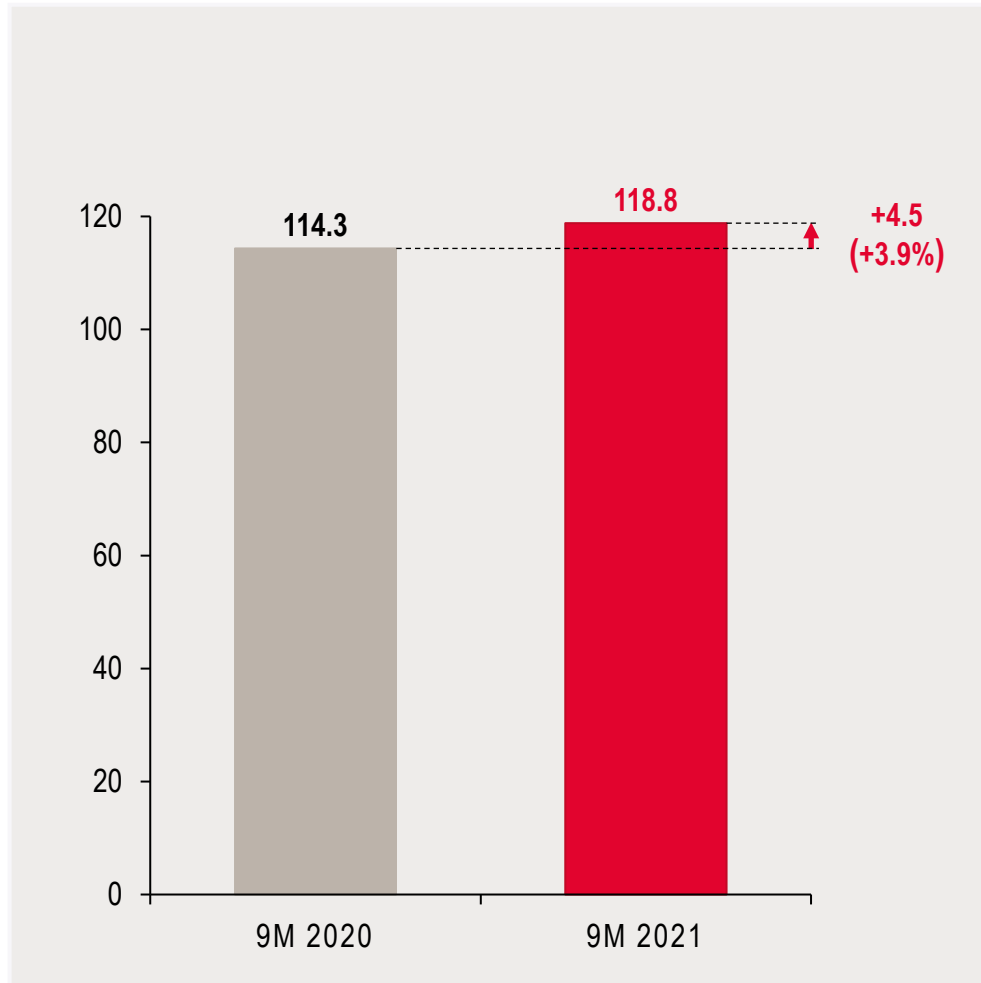
(acc. to IFRS in € million)



- +4.4% revenues to € 382.7 million (prior year: € 366.6 million; incl. one-off revenues of € 9.4 million)

BUSINESS ACCESS SEGMENT: EBITDA

(acc. to IFRS in € million)



- +3.9% EBITDA to € 118.8 million
 - Incl. - € 1.1 million one-off charge in connection with the new FTTH / VDSL wholesale contract with Deutsche Telekom
- 31.0% EBITDA margin (prior year: 31.2%)

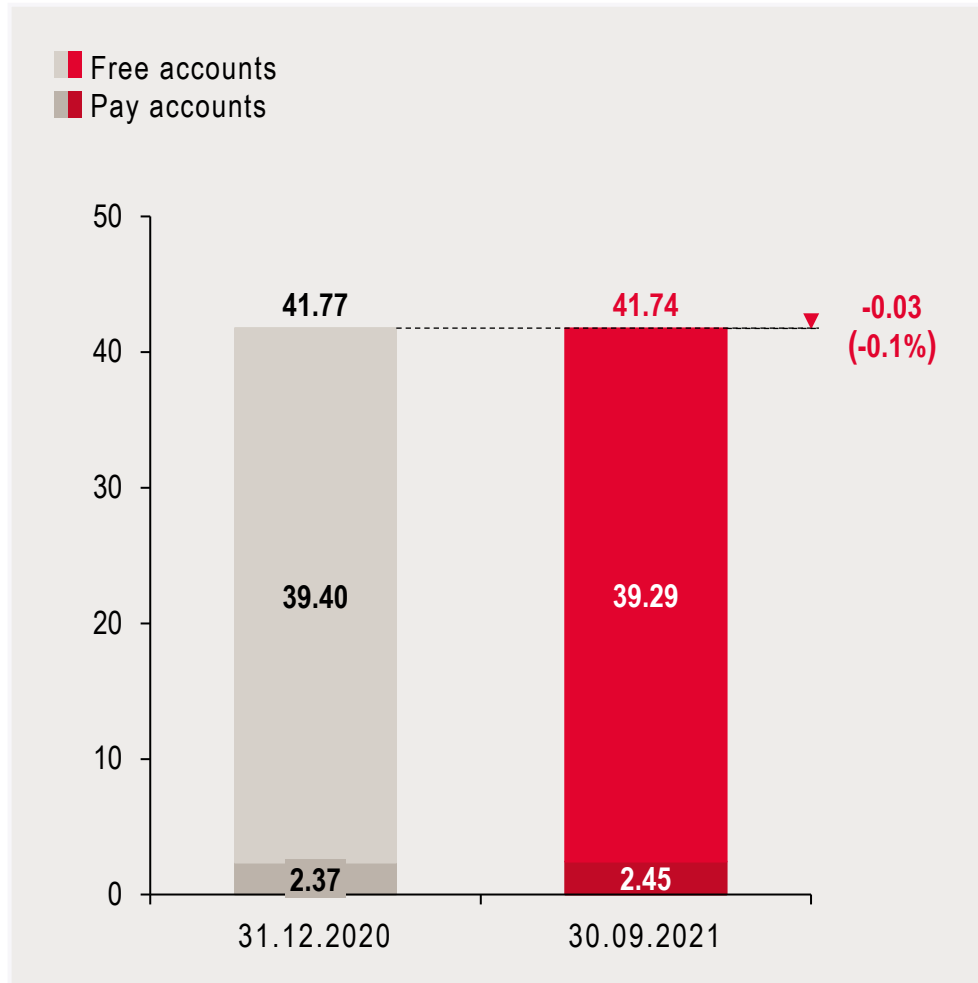
“APPLICATIONS” IN 9M 2021

- CONSUMER ACCESS
- BUSINESS ACCESS

- CONSUMER APPLICATIONS
- BUSINESS APPLICATIONS

CONSUMER APPLICATIONS SEGMENT: ACCOUNTS

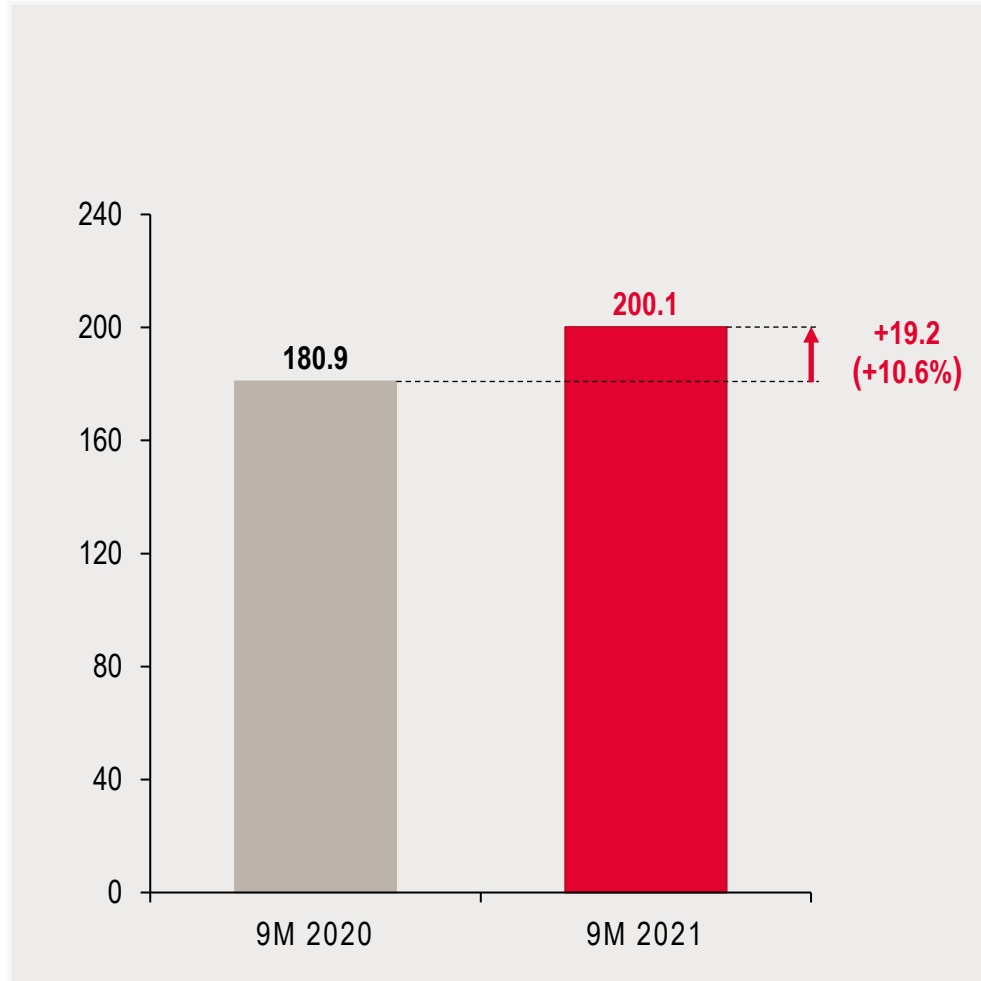
(in million)



- 41.74 million consumer accounts
 - 39.29 million free accounts (-110,000); which is a seasonal decline in free accounts ytd and an increase of 470,000 yoy
 - 2.45 million pay accounts (+80,000)
- thereof 27.5 million with mobile usage (+800,000)
- thereof 21.5 million with cloud storage (+800,000)

CONSUMER APPLICATIONS SEGMENT: REVENUES

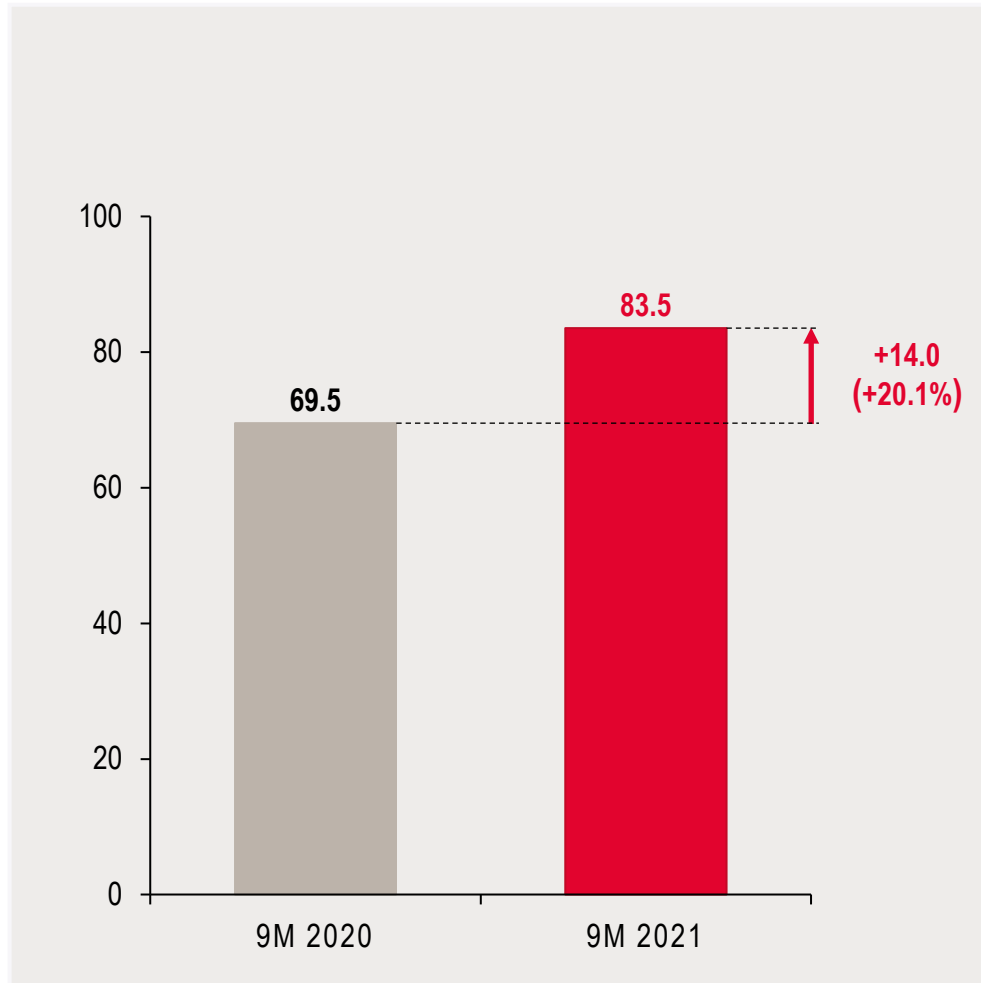
(acc. to IFRS in € million)



■ +10.6% revenues to € 200.1 million

CONSUMER APPLICATIONS SEGMENT: EBITDA

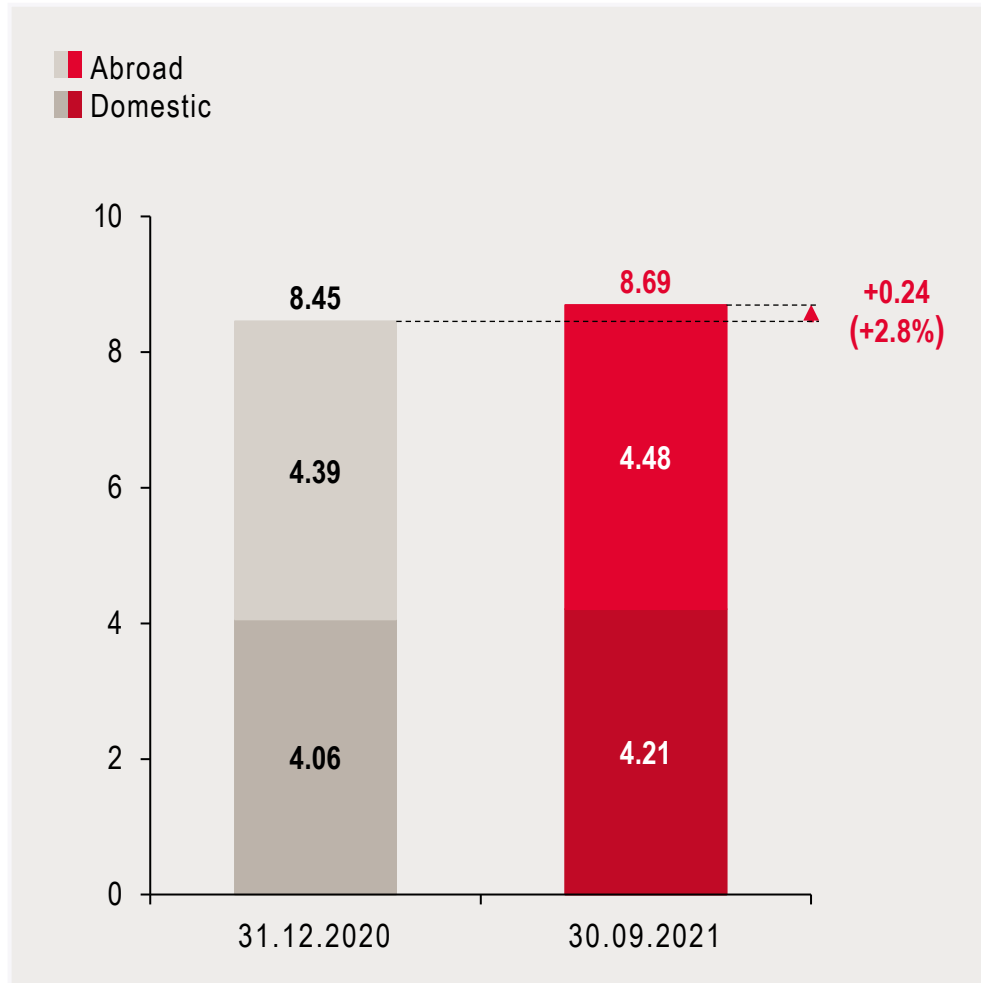
(acc. to IFRS in € million)



- +20.1% EBITDA to € 83.5 million
- 41.7% EBITDA margin (prior year: 38.4%)

BUSINESS APPLICATIONS SEGMENT: CUSTOMER CONTRACTS

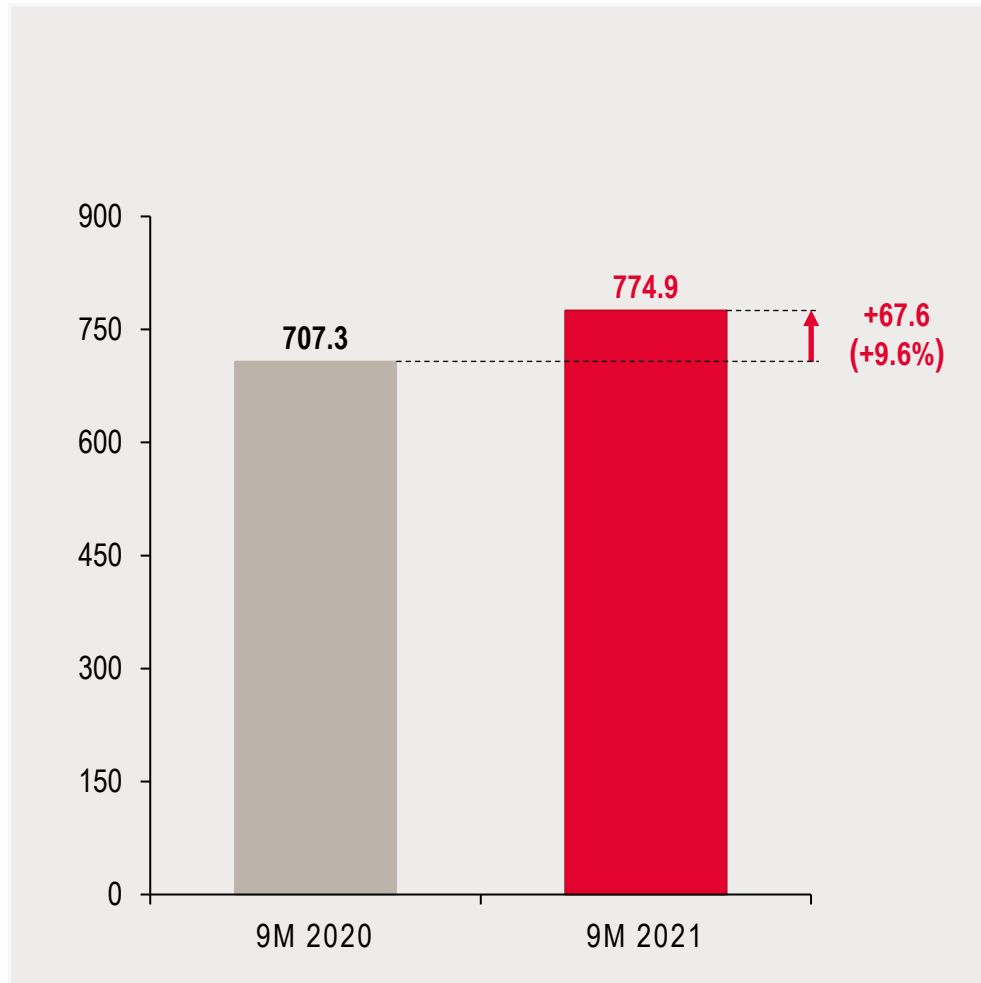
(in million)



- 8.69 million customer contracts (+240,000)
 - 4.48 million abroad
 - 4.21 million domestic

BUSINESS APPLICATIONS SEGMENT: REVENUES

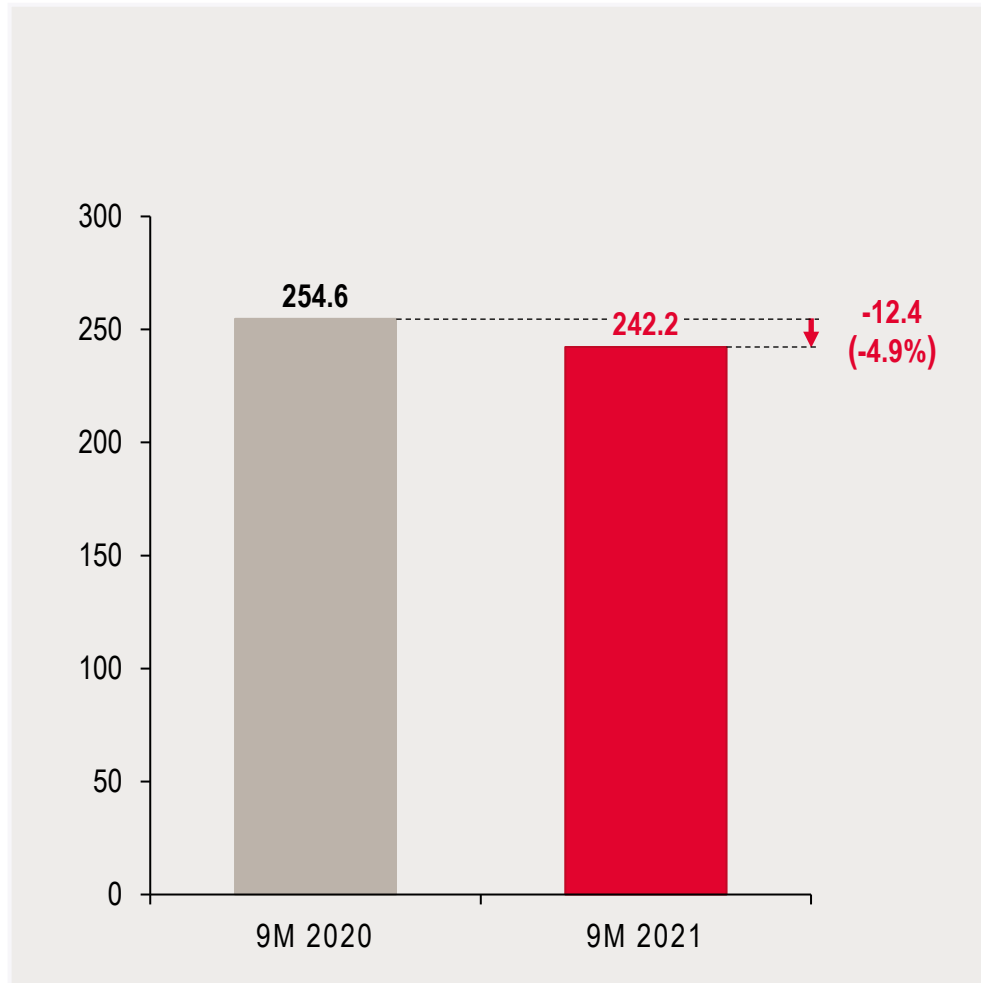
(acc. to IFRS in € million)



- +9.6% revenues to € 774.9 million
 - Customer growth
 - Up- und Cross-selling growth
 - Sedo business (domain trading platform and domain parking)

BUSINESS APPLICATIONS SEGMENT: EBITDA

(acc. to IFRS in € million)



- -4.9% EBITDA to € 242.2 million
 - incl. € -24.8 million for the announced product/sales offensive for cloud business and further internationalization
- 31.3% EBITDA margin (prior year: 36.0%)

KEY FINANCIAL KPIs 9M 2021

(contracts in million / financial KPIs acc. to IFRS in € million)

	9M 2020	9M 2021	Change
Revenues	3,984.7	4,167.9	+4.6%
EBITDA*	896.4	994.5	+10.9%
EBITDA operative**	915.6	955.1	+4.3%
Capex	356.9	203.9	-153.0m
Free cash flow***	284.3	253.1	-31.2m

	31.12.2020	30.09.2021	Change
Fee-based customer contracts	25.65	26.41	+0.76m
Ad-financed free accounts	39.40	39.29	-0.11m
Net bank liabilities	1,334.8	1,902.7	+567.9m
Equity ratio	53.2%	50.2%	-3.0Ppt.

* incl. non-period € 39.4 million from revised Telefonica conditions in 2021

** w/o non-period € 39.4 million from revised Telefonica conditions in 2021; wherefrom € 19.2 million included from excessive Telefónica wholesale billing in Q3/2020 and € 20.2 million in Q4/2020

*** Free cash flow is defined as net cash provided by operating activities less capital expenditure on intangible assets and property, plant and equipment, plus cash inflows from the disposal of intangible assets and property, plant and equipment (excluding aperiodic tax payments). Free cash flow in 2020 and 2021 including the repayment portion of lease liabilities that have been reported in cash flow from financing activities since FY 2019.

OUTLOOK 2021

OUTLOOK 2021

Full-year guidance 2021 confirmed (as increased in August 2021)

- Revenues: approx. € 5.6 billion

- EBITDA: approx. € 1.25 billion, therein unchanged included
 - Approx. - € 30 million start-up costs for 1&1 mobile network

 - Approx. - € 40 million IONOS product / sales offensive with a focus on the cloud business and further internationalization

- Not included
 - Approx. € 39.4 million positive EBITDA effects from retrospective price adjustments for MBA MVNO wholesale payments (“non-period” from 2020)

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